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Incorporating *International Commerce*

NOVEMBER 27, 1972

Commerce Today

Coming Developments in Business and Technology

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Growth of Consumer Credit
Dollars Outstanding ($Bil.)
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National Business Council for Consumer Affairs
"Financing the American Consumer"
Finance Institutions
Oil Companies
Credit Unions
NBCCA
Recommendations
Insurance Companies
Consumers
Savings & Loans

New Action In Consumer Financing

Newsmemo

Are recent efforts toward environmental protection producing more controversy than results? Are the growing number of public hearings, administrative procedures and court actions only escalating public confusion and economic uncertainty? A conference in New York this week will examine these and other questions on "The Environment and Public Policy." Commerce's Under Secretary James T. Lynn and Bert S. Cross, chairman of the National Industrial Pollution Control Council will participate. The sponsoring Conference Board's president Alexander Trowbridge (a former Secretary of Commerce) says the meeting "will provide an opportunity to explore ways by which we can get on with more expeditious attainment of complementary goals of environmental and economic health."

Returning Vietnam servicemen are being given priority treatment by Commerce's Office of Minority Business Enterprise. OMBE is launching a campaign to assist minority veterans to open businesses of their own as they come back to civilian life. This effort, according to OMBE Director John L. Jenkins, is being made in cooperation with the National Committee of the Jobs For Veterans Program.

If predictions based on climatological records hold up, weather should be no problem in the scheduled launch of the final NASA moon flight. According to the National Weather Service of Commerce's National Oceanic and Atmospheric Administration, favorable weather is expected both for the Dec. 6 launch at Cape Kennedy and the Pacific splashdown 13 days later. The first actual forecasts for the Apollo 17 mission--based on computerized projections of observed weather conditions--will be made five days before launch. There will be regular forecasts for all parts of the world to which Apollo 17 might be diverted if there should be an early termination of the mission, as well as forecasts for the targeted landing area.

Consumer plans to buy both new cars and houses were higher last month than they were in July. For expected new car purchases, the seasonally adjusted index was at 109.9 in October, 99.6 in July. Comparable index figures for expected house purchases were 123.5 and 110.1. The indexes measure the level of household buying plans relative to a base period of January-April 1967, and are the result of a Census Bureau survey of about 12,500 U.S. households.

Here's the basic element in the U.S. international trade picture, as sketched by Commerce's Assistant Secretary Andrew E. Gibson: "Government can assist, it can promote, and in some cases--such as dealing with the Soviet Union--it can play a major role. It can create the conditions which will permit American industry to restore our competitive position. It is the American private enterprise system, and most specifically its international spearhead, the multinational corporation, which must restore the competitive strength of our country. It is the vigorous, rapidly growing multinationals who need to expand their production base, above all within the borders of the U.S., and to make the investments essential to do so."

Commerce Today

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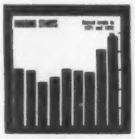
2 Economic Highlights
Homebuilding has had its ups and downs in the past, but it now seems to be stabilizing at a high level with prospects for a third consecutive year of two million starts.



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NATIONAL
FOREIGN TRADE
CONVENTION

COVER: *Charts developed from "Financing the American Consumer," a report of the National Business Council for Consumer Affairs, are studied by (from left) Arthur E. Rasmussen, chairman and chief executive officer of Household Finance Corp.; James D. Farley, executive vice president of First National City Bank of New York; and Secretary of Commerce Peter G. Peterson. Rasmussen and Farley are chairman and vice chairman of the sub-council which prepared the report. Story begins on Page 4.*

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ECONOMIC
HIGHLIGHTS

Housing Starts In 1973 Expected To Top Two Million For Third Consecutive Year

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Homebuilding, a roller-coaster industry in past years, may roll smoothly along at boom level in 1973 with housing starts exceeding 2 million for the third consecutive year.

Many analysts are making this prediction, mainly because of the plentiful supply of funds for mortgages and continued strong demand for housing. Housing starts soared to a record 2 million in 1971 and will show an even higher total for 1972. As the first chart on the opposite page indicates, another good year would make the current boom the strongest on record.

In the past, housing booms have been choked off after a year or two by shortages of funds in the credit markets, but several factors indicate that homebuilding activity is stabilizing at a high level. Significant efforts have been made to assure financing for mortgages in times when funds generally are in short supply and interest rates are high. The result of these efforts was reflected in the experience of 1969 and 1970, when, despite tight monetary conditions, homebuilding declined only slightly compared to the steep dropoffs in 1956-57, 1960, and 1966.

If a balanced monetary and fiscal policy can be maintained, as anticipated by the Administration, mortgage funds should continue to flow relatively smoothly and massive interjection of Government funds should not be required.

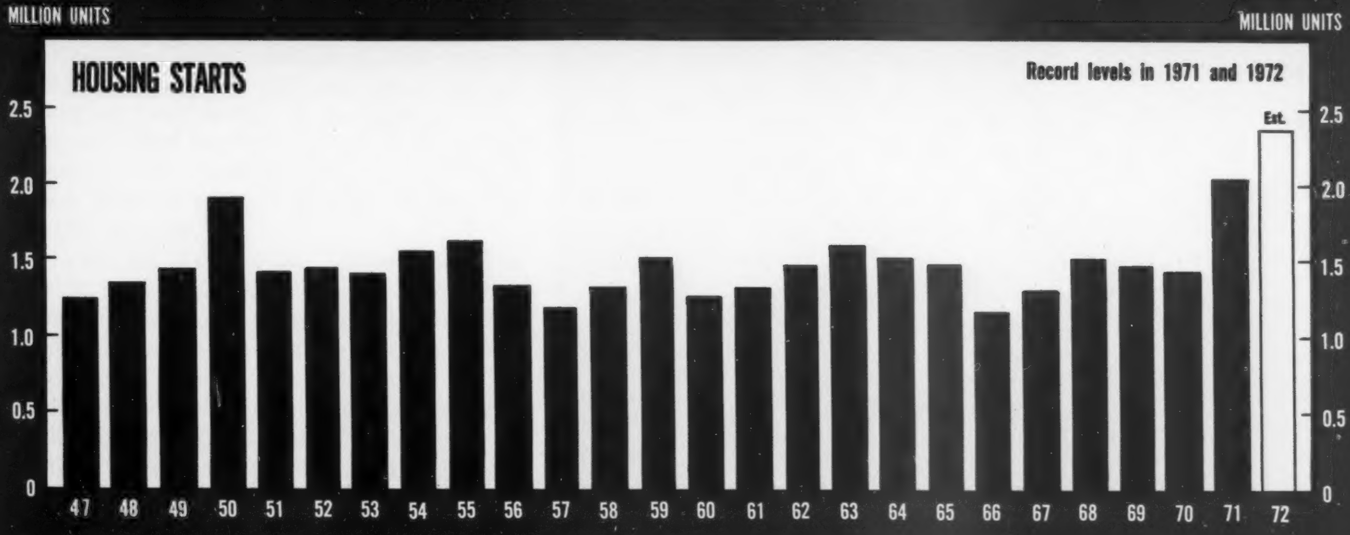
The vigorous demand for housing is expected to continue because of substantial growth in the number of persons in the age groups that establish households (particularly the 20-29 age group) and the increasing tendency for young and old persons to establish their own household rather than to be part of another household. Partly as a result of that tendency, the average size of a household declined from 3.0 persons in 1960 to 2.7 persons in 1970. Also as the second chart shows, Government-subsidized housing has contributed significantly to total housing starts in recent years.

In reaching the current lofty plateau, the housing market in recent years has undergone important changes in composition. As the two bottom charts indicate, demand has increased significantly for apartments and mobile homes, two types of relatively inexpensive housing that appeal particularly to young adults and old persons. Incidentally, mobile homes are not included in housing starts.

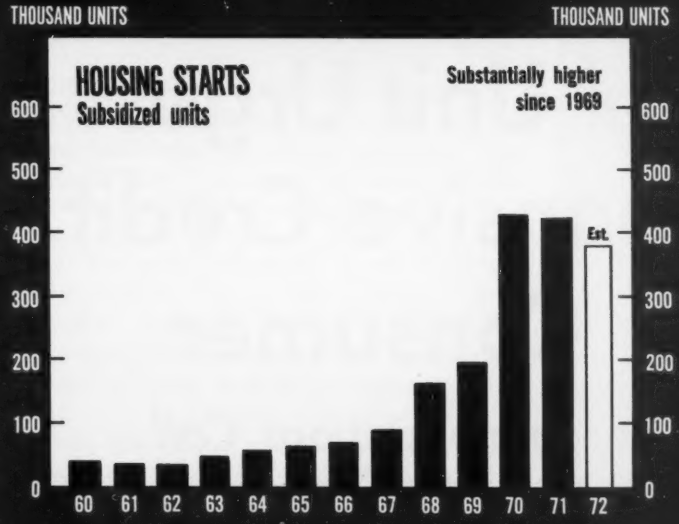
As the third chart shows, the percent of younger households in rental housing is higher than for the other age groups. During the past decade, of the total increase in households of almost 10 million, nearly two thirds was in the young and old households where the demand for apartments and mobile homes is concentrated.

The desire of old persons for both home ownership and apartment living accounts, at least in part, for the growing popularity of condominiums.

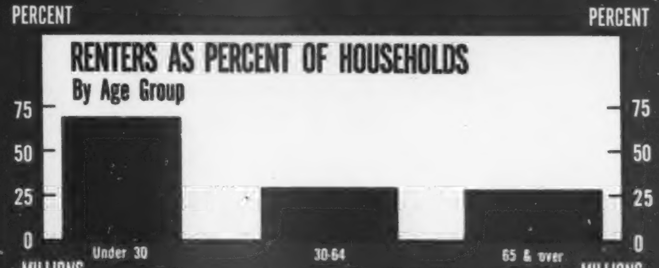
Latest Indicators

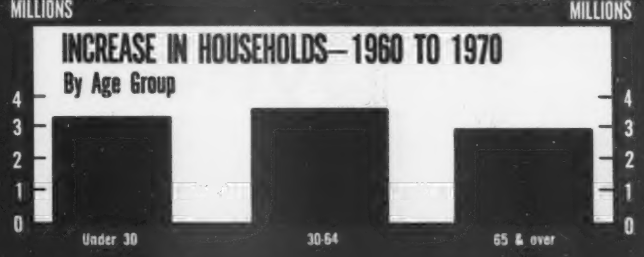

HOUSING STARTS

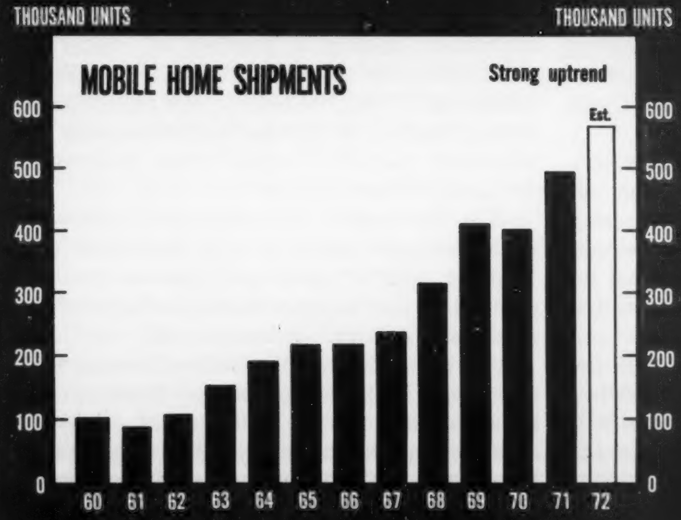
Record levels in 1971 and 1972


HOUSING STARTS
Subsidized units

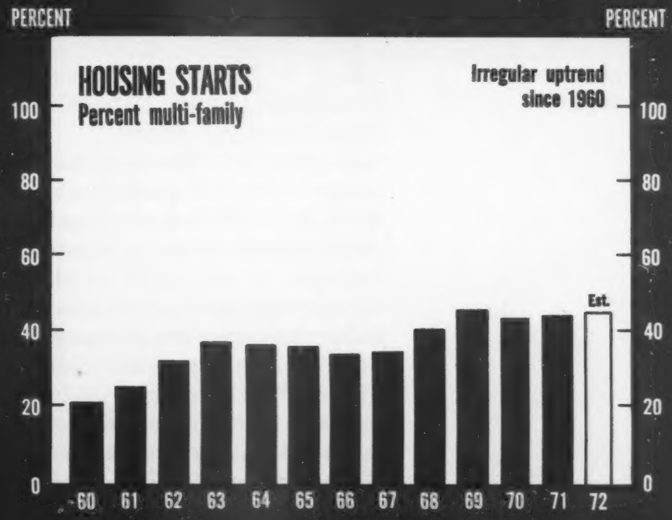
Substantially higher since 1969


RENTERS AS PERCENT OF HOUSEHOLDS
By Age Group


INCREASE IN HOUSEHOLDS—1960 TO 1970
By Age Group


MOBILE HOME SHIPMENTS

Strong uptrend


HOUSING STARTS
Percent multi-family

Irregular uptrend since 1960

Commerce Today
Vol. III, No. 4
November 27, 1972

Presidential Unit Urges More Responsive Credit System For Consumer

Advisory Panel's Recommendations Call For Buyers To Make More Initiatives

Fair and equal credit treatment for consumers — regardless of sex — would be assured under the recommendations offered by the National Business Council for Consumer Affairs.

In a report "Financing the American Consumer," the presidential advisory panel offered proposals that could make the consumer credit system more responsive to consumer demands. It also called on all businesses involved with consumer credit to join with it in implementing the recommendations.

Noting the unique role credit plays in the life of nearly every consumer, Secretary Peterson said, "No country in the world is as dependent on consumer credit as the United States."

"In fact," he continued, "Consumer credit outstanding in this country exceeded $135 billion in 1971, compared to a figure of less than $6 billion in 1945."

"It is not surprising, therefore, to find consumers stating a number of concerns about our credit system," the Commerce Secretary said. "But, we believe this report provides a number of approaches for business in resolving and anticipating those consumer demands," Peterson said.

"We are asking all businesses involved with consumer credit to put into effect an 11-point code of good practices as recommended by the National Business Council for Consumer Affairs," Peterson said.

And, he continued, "We believe the answers to many of the nation's consumer credit problems can come from adoption of positive action programs within individual companies. I believe the NBCCA recommendations will be of great help in this area."

The report, prepared by the NBCCA Sub-Council on Credit and Related Terms of Sale, makes 11 recommendations and urges adoption of a “Code of Billing and Collection Practices.”

“Our-Sub-Council concluded, after several months of studying consumer credit and its operation,” said Arthur E. Rasmussen, chairman and chief executive officer of Household Finance Corp., “that there were a number of areas in which we could move to improve the system directly.”

“And we have made recommendations which we believe can be readily adopted by companies and other organizations to better serve consumers,” added Rasmussen, chairman of the NBCCA Sub-Council.

James D. Farley, executive vice president, First National City Bank of New York, explained “Without question, our primary thrust is in the direction of development of responsible corporate practices designed to respond to and anticipate consumer demands.”

Complexities of systems

“We recognize the complexities of the American consumer credit system,” continued Farley, vice chairman of the NBCCA Sub-Council, “and we are convinced that consumers themselves could benefit even more from the wise and careful use of credit.”

“In addition to our recommendations to business, therefore, we strongly urge that consumers take the initiative to become more aware of credit and its operation,” Farley said.

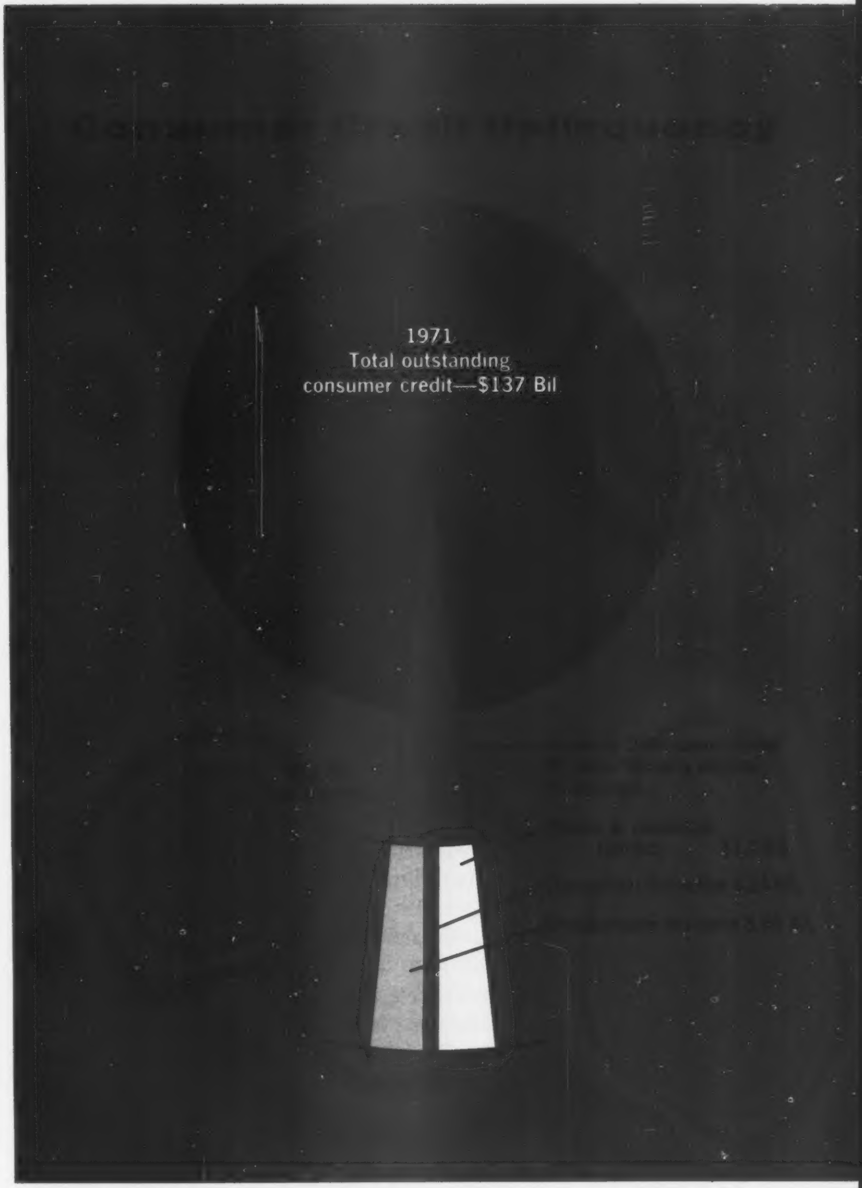
The Sub-Council identified the primary areas of consumer complaints regarding credit as relating to “rates of interest, billing procedures, collection practices, creditor remedies, rights of privacy, and the availability of credit.”

Among the major recommendations is the suggestion that “consumer credit granting criteria should be the same for men and women.”

Noting that discrimination against women in credit granting systems can be subtle “but serious,” the Sub-Council says it is only “fair and reasonable” to use the same criteria in granting credit to men and women.

“When they meet these criteria,” the Sub-Council states, “married women who so request should be granted credit in their own name.”

Credit grantors were urged by the Sub-Council to “support continuing educational programs at national and local levels on the nature of the consumer credit system.”



“Without education on this subject,” the Sub-Council says, “misinformation on rates, costs, remedies, and other credit issues will persist and can only harm the consumer in the long run.”

The Sub-Council further recommended that “whenever possible credit granting systems should avoid passing costs on to non-credit users.”

This concept should be a basic operating policy for all credit grantors, the report states. The extension of credit, and the administration of the systems related to it, should stand as an individual, independent

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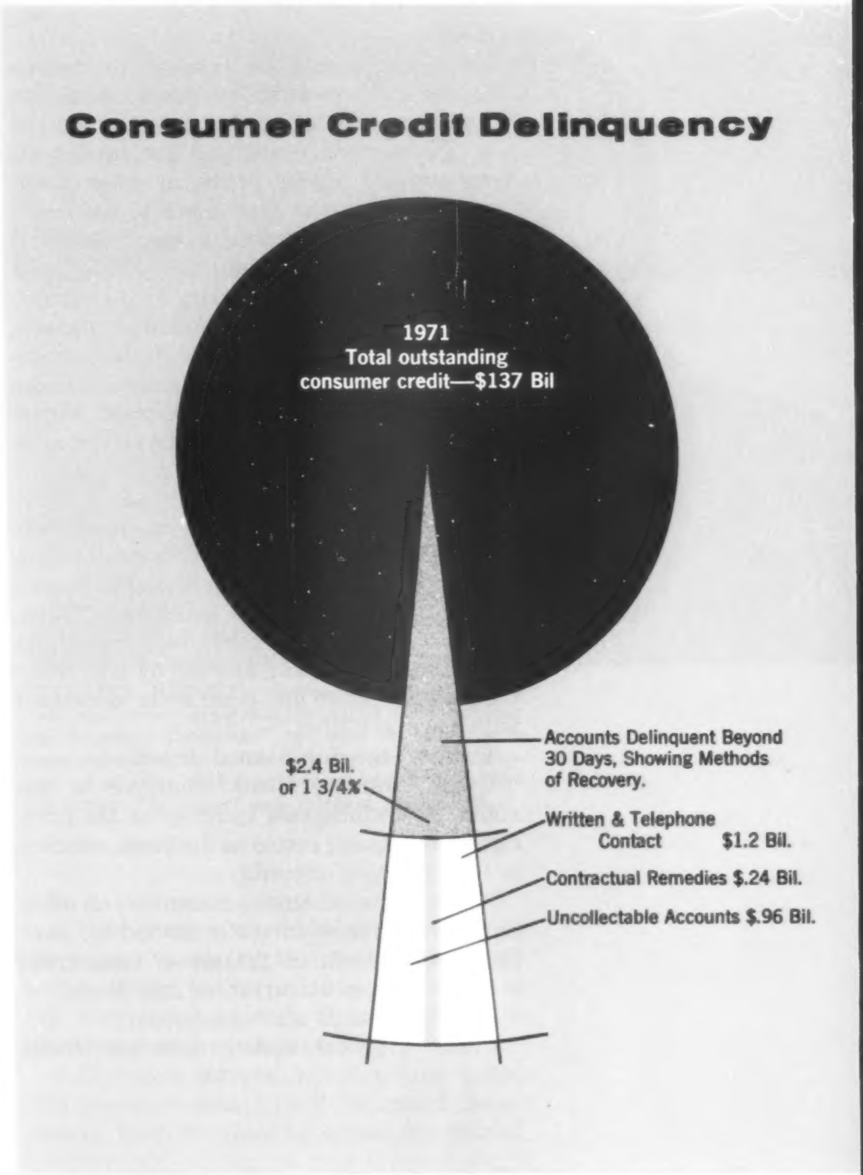

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The Sub-Council further recommended that “whenever possible credit granting systems should avoid passing costs on to non-credit users.”

This concept should be a basic operating policy for all credit grantors, the report states. The extension of credit, and the administration of the systems related to it, should stand as an individual, independent business service and be accounted for separately.

Its costs should be covered by finance charges, and the system's expenses should not be an unreasonable burden on other customers. When credit operations are funded via unreasonably higher prices in other areas, the consumers who choose not to use credit must absorb these costs, a result which is unfair and unwarranted.

"There is another corollary to this principle which also should be followed, namely, those consumers who add cost to the administration of consumer credit systems through default or delinquency in payment should cover the expenses involved," the report says.

Late charges and fees

"In other words, consumers who meet their credit obligations should not be subsidizing, directly or indirectly, those consumers who do not," the Sub-Council concluded. "Thus, late charges and collection fees should, to the extent possible and allowed by law, cover the administrative and other costs associated with these activities."

Further, the Sub-Council urged:

Credit grantors should continue to use ability and willingness to repay as the principal determining factor in decisions relating to the extension of credit.

"Discrimination among consumers on other grounds should be carefully limited by hard facts, and, of course, the use of race, creed or sex is clearly unwarranted and illegal.

The Sub-Council also urged that:

Credit grantors update customer credit ratings on a regular basis, or upon request.

Reporting of favorable changes which affect rating criteria should be encouraged, and rating review should be available at the customer's request, both with respect to initial eligibility and subsequent credit limits. In this process, unfavorable information should be purged from the file if it is no longer applicable.

One additional principle, the Sub-Council recommended be considered as a basic guideline is:

Credit rating systems should not unfairly discriminate between types of income.

"The American economy is definitely moving in the direction of income supplements and income maintenance, through growing use of welfare, unemployment, hospitalization, pension and other income subsidies," the report notes. "These payments have become consistent and secure for a growing number of citizens and they should be treated objectively and fairly for credit granting purposes. This includes alimony income which should also be given full and fair consideration in determining credit eligibility and limits."

In many ways, the Sub-Council report stated, credit is more important within these income categories than others, since that is often the only route to purchase major, lasting product investments which can add substantially to long-term standard of living.

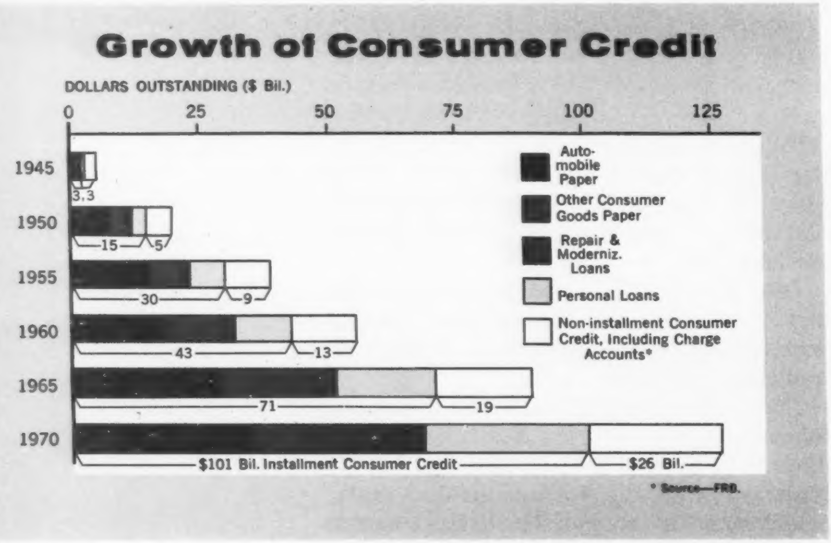
Credit counseling

Also among the Sub-Council's recommendations is that credit grantors should support the establishment of professional credit counseling services for consumers.

"Most metropolitan areas have independent consumer credit counseling programs which provide debt counseling, and in some cases debt adjustment services. They are operated on a non-profit basis and have proved their worth in almost every instance. They deserve continued support from the business community."

In addition, credit grantors have a continuing responsibility throughout the life of a consumer credit transaction to provide credit counseling assistance, directly or by referral to customers.

The Sub-Council also declared that states should use the uniform consumer credit code as the basis for modernizing their consumer credit statutes.



Growth of Consumer Credit

* Source—FRB.

And, that government agencies at all levels should avoid actions which unnecessarily erode consumer credit information.

Another of the key recommendations is that credit grantors develop, support and encourage consumer educational programs on personal money management.

"Excellent examples of programs of this type, in a wide variety of forms, now exist in the consumer credit industry," the report states, "They should be continued and expanded where possible to provide a broader understanding of the opportunities and limitations of consumer credit for individuals."

The Sub-Council also concluded that:

"Financial institutions should avoid financing the purchase of products or services sold by unethical merchants."

"Many legitimate complaints can be eliminated by ethical lenders through adherence to (a) . . . code of billing and collection standards," the Sub-Council asserted.

"These standards assume that most debt problems arise through circumstances beyond the control of the borrower, that ethical credit grantors should be willing to work with persons who desire to pay and that collection practices should not offend the dignity of the borrower nor trespass on his rights."

The Sub-Council's code of billing and collection practices recommends that:

- Creditors should fully explain to their customers the terms of any loan or credit arrangement. This should include the repayment obligations which the customer is undertaking. Disclosures should be made also to any co-makers or co-signers of the contract.
- Creditors who mail bills to customers should do so as soon as possible after billing cycle ends. The date by which full payment must be received before a finance charge is levied must, by law, be clearly indicated.
- Calls or correspondence from a customer claiming an error in billing should be acknowledgeed promptly. In no case should this exceed 30 days after the complaint is received.
- Consumer credit collection practices should be based on the presumption that every debtor intends to repay or would repay if able. Until events establish the customer is deliberately evading payment, all communications, whether in writing or by telephone, should be based on this presumption. Preliminary late notices should merely remind the customer that payment is overdue and should recognize the possibility that payment may cross in the mail. Subsequent notices should continue to be polite.

EXPLAINS REPORT—*Secretary Peterson, at a news conference, explained the report on "Financing the American Consumer" and said the answers to many consumer credit problems can come from adoption of positive action programs within individual companies. The report was released this month.*

- Late charges should be assessed only to the extent necessary to recover overall expenses caused by the delinquency. Partial or full forgiveness of such charges should be considered where warranted.
- Customer complaints concerning collection practices should be investigated immediately. Until the facts have been determined, creditors should assume that the customer's complaints are legitimate. These complaints should be treated as an opportunity for managers to check on their department's performance and to make any necessary correction.
- Collectors should be instructed to attempt to initially determine the cause of the delinquency and to indicate willingness to arrange a mutually satisfactory repayment schedule when appropriate.
- Customers who show a sincere desire to repay their debt should be offered, if necessary, extended repayment schedules, refinancing arrangements, or similar methods that would help re-establish their solvency. Contractural remedies or litigation should be undertaken only as a last resort.
- If the customer does not respond to an

offer to help make alternative arrangements, the collector should explain the seriousness of continuing delinquency and advise the customer of the course of action open under the contract and under the law. However, personal abuse, harassment, threats and other unconscionable tactics should be forbidden.

- While collectors have an obligation to disclose honestly to debtors and endorsers the remedies that may be invoked against them, legal action should not be cited unless it can and will be used.
- Telephone calls should be placed between the hours of 8 a.m. and 8 p.m., unless other times are more convenient for the customer.

In addition to Chairman Rasmussen and Vice Chairman Farley, other members of the Sub-Council on Credit and Related Terms of Sale are Kenneth S. Axelson, vice president and dirctor of finance and administration, J. C. Penney Co., Inc.; Howard L. Clark, chairman and chief executive officer, American Express Co.; William B. Fitzgerald, president, Independent Federal Savings & Loan Association; Kenneth C. Foster, president, Prudential Insurance Company of America; Edgar T. Higgins, chairman, Beneficial Corp.; Edwin K. Hoffman, president, Woodward & Lothrop; Edward L. Johnson, chairman and president, Financial Federation, Inc.; Kenneth V. Larkin, senior vice president, Bank of America; Richard W. Mayer, president, W. T. Grant Co.; Irving S. Michelman, executive vice president, Budget Industries, Inc.; Donald W. Nyrop, president Northwest Orient Airlines; Mary G. Roebling, board chairman, The National State Bank; and Rawleigh Warner, Jr., chairman, Mobil Oil Corp.

William D. Lee, Deputy Assistant Secretary of Commerce for Business Development, is Executive Director of the NBCCA.

- Outside collection agencies, attorneys, process servers, and other agents employed to collect delinquent accounts should be furnished with written instructions on how customers are to be approached, which practices are sanctioned, and which are not. Creditors should monitor the activities of collectors on their own staffs, as well as their collection agencies.
- Credit grantors should be particularly careful in handling delinquencies due to a customer's dissatisfaction with the goods or services financed. Complaints about the quality of goods or services should be promptly investigated and resolved or explained. The creditor should also notify the customer that an inquiry has been initiated.

VICE CHAIRMAN TALKS—*James D. Farley, vice chairman of the NBCCA Sub-Council on Credit and Related Terms of Sale, answers questions at Washington news conference. Arthur Rasmussen, Sub-Council chairman, is shown in background.*

Secretary Peterson said he would personally write the major credit grantors in the country asking their cooperation and action in implementing the Sub-Council's recommendations.

The National Business Council for Consumer Affairs was established in August, 1971. Its over 100 leading U.S. business executives were asked to formulate a series of positive action programs which directly respond to and anticipate consumer demands.

In December the NBCCA Sub-Council on Complaints and Remedies is expected to release its report, outlining approaches and programs for businesses to follow to better handle customer complaints. That report is expected to concentrate very heavily on the potential for moneyback guarantees.

Early next year the Sub-Councils on Performance and Services, Warranties and Guarantees, and Product Safety are expected to release their reports and recommendations.

Flood-Stricken Areas Rising From The Ruins

Private Sector—Government Financing Is Fuel, Helping Communities Rebuild Better Than Ever

Far-reaching improvements that will provide greatly increased advantages for business and community life promise to emerge from the most extensive and costly disaster rehabilitation program ever undertaken by the Federal Government.

This is the many-faceted program to clean up, restore, and improve the unlucky communities upon which the dying Hurricane Agnes spilled its torrential rains late last June. These areas are chiefly in Pennsylvania, particularly the Wyoming Valley which includes Wilkes-Barre, the region around Elmira, New York, and Richmond, Virginia, although counties in Florida, Maryland, West Virginia, and Ohio also suffered damage and were designated for Federal disaster aid. Projects have been approved for some of them.

When Agnes smashed into the Florida coast June 19, there was no hint that its clouds carried the worst disaster, in terms of dollar value of property damage, that the Nation has ever known. Never one of the most formidable hurricanes, it soon weakened and became a tropical storm.

Moving up to the New York area, however, it combined with a large system of cold air and turned westward, releasing rains that at one place in the Wyoming Valley totaled nearly 19 inches. The resulting floods pounded and gouged out property damage estimated at more than $3 billion. Most of the destruction was caused by the swollen Susquehanna River and its tributaries. The Susquehanna at Wilkes-Barre rose more than 40 feet above its accustomed level.

The combined storm dumped 25.5 cubic miles of water into the inadequate streams, destroyed or damaged 116,000 dwellings and mobile homes and 2,400 farm buildings in a 5,000-square-mile flooded area, smashed 5,800 business establishments, and caused 122 deaths.

President Nixon ordered that the full resources of the Federal Government be made available to the ravaged communities, asked

ALL WET—*Workmen are shown removing damaged newsprint rolls from the plant of the Wilkes-Barre Times Ledger. The disposal of soggy newsprint was part of the massive cleanup following Agnes' floods.*

Congress for massive appropriations for disaster relief, and appointed Frank Carlucci, Deputy Director of the Office of Management and Budget, as his personal representative to the stricken Wilkes-Barre area.

Secretary of Commerce Peter G. Peterson, Secretary of Labor James D. Hodgson, and Robert A. Podesta, Assistant Secretary of Commerce for Economic Development, participated in a tour of the ravaged areas to help determine the best ways the Federal Government could assist with the aid program.

The mammoth infusion of Federal, State, and other aid mustered to deal with the damage includes more than $1.7 billion in projected Federal expenditures for the Pennsylvania and New York areas.

Of the total, $1,094 million is for Pennsylvania and $642 million for New York. Some 30 Federal agencies are participating in the overall effort, which is being coordinated by the Federal Regional Council.

A significant contribution to the effort is being made by Commerce's Economic Development Administration, which is concentrating on creating job opportunities and restoring the economic base of the disaster areas, and has $56.5 million available for its participation. Up until early this month, EDA had approved 19 projects for assistance in the flood-ravaged communities involving an outlay of $9,400,000. Numerous other EDA projects are in the pipeline. New projects are being approved continually.

Many of the EDA projects contemplate, not merely the replacement of old facilities, but extensions, improvements, and new facilities that promise to help make the communities better for business and industry, and for community life, than they were before the floods.

One undertaking under consideration is a feasibility study to determine prospects for adopting a secondary sewage treatment system for Wilkes-Barre and the 14 communities involved in its sewage authority. One proposal is to tie other adjacent towns into the Wilkes-Barre authority. If secondary sewage treatment should result from this undertaking, it might mean less pollution in that area for the now-tamed Susquehanna.

Projects in Wilkes-Barre which have been approved by the EDA include the following:

A grant of $526,000 to help build a fire headquarters and administration building to replace one damaged by the flood. The new building is expected to be completed in a year. Construction will provide jobs for 80 persons.

A grant of $514,000 to pave two streets and install curbs and drainage facilities in the Wilkes-Barre Heights No. 2 Redevelopment Area, a project that will provide 25 jobs. A grant of $297,000 to construct storm sewers, which will provide 50 jobs.

Public recovery programs

A grant of $137,900 to the Pennsylvania Economy League, Inc., of Wilkes-Barre to extend management and financial assistance to communities to help them implement public recovery programs.

A grant of $45,500 to Wilkes College, Wilkes-Barre, to provide assistance to public officials in Luzerne County to help the college train personnel for special work.

EDA thus far has approved dozens of other projects for hard-hit Pennsylvania communities, ranging from building fire stations to aiding in the development of new industrial sites for flood-damaged industries.

A broad range of projects is in the pipeline to be approved for the Wilkes-Barre area, including short-term and long-term public works and a mix of the two. These projects include such purposes as the following: industrial and recreation parks, sewers and access roads, water systems, municipal buildings, fire stations, street and road construction programs, storm sewers, and a community college site.

Bulldozers are already at work on a limited scale, and work will be started on other projects in the near future.

The money provided by the Federal Government, those on the scene point out, is proving a catalyst to generate a comprehensive local effort to get on with the immense job ahead and move to better things.

SLEEPING IN AIRPORT—*Homeless victims of Agnes' wrath bunked in the Wilkes-Barre Scranton Airport until relief measures could be taken. The area is now in the process of rebuilding.*

A community, organization, or businessman desiring assistance from the Economic Development Administration should contact the EDA State representative, who will provide assistance in preparing an application to the EDA for aid.

The name and location of the representative can be obtained from the appropriate EDA regional office. There are six of these offices. They are located in Philadelphia, Atlanta, Chicago, Austin, Texas, Denver and Seattle.

EDA assistance is extended to communities, organizations, or businessmen having useful projects that would provide jobs in areas of high unemployment, or low median family income, or both. The unemployment level must be six percent or more over a period of time, and the median family income standard must be less than 50 percent of the national median family income.

Grants are made only to communities having high unemployment or low median family income problems, and for useful projects that would provide jobs. Grants are not made to businessmen or private organizations. However, a businessman or private group in a qualified area with a useful project that would provide jobs can obtain a loan for up to 25 years at a current rate of six percent interest.

One program that has been initiated with EDA assistance in Wilkes-Barre and in Elmira, New York, involves training courses for homeowners to enable them to repair their own homes. Homeowners are being trained in such things as carpentry, plumbing and electrical work and thus are learning how-to-do-it techniques that will stand them in good stead in the future.

A similar range of projects has already been approved for the stricken New York areas, and more are in the pipeline. Examples of projects already approved include $1,258,490 for Hornell to help repair and improve 30 streets, provide storm drainage, repair bridges and install guard rails, and $1,023,000 to Corning to construct a central fire station and fire alarm system replacing two facilities damaged by flooding.

In the pipeline in the Elmira area is the development of 55 acres made available by the city for an industrial park project which would include street extensions and improvements. This project, which is to be on a reclaimed area that formerly was a city dump, will provide space not only for flood-damaged industry to relocate but also to attract new industry.

Other projects to be undertaken include extension of streets in Elmira to a waste disposal site and to a shopping center, repair and improvement of 11 streets, construction of a four-lane bridge by which one-third of the Elmira work force could get to work without going through the city's congested area, streamlining of the Elmira fire-fighting system, and 20 other public works projects in the stricken area.

In the Harrisburg, Pennsylvania area, likewise hard hit by the floods, a number of projects are in process of development, including firehouses, water systems, industrial parks, and other facilities. Here as elsewhere the expectation is that the new facilities will be

DOWNTOWN WILKES-BARRE—*The Corp of Engineers contracted workers who are shown removing debris in downtown Wilkes-Barre.*

better than what the communities had before.

Other Federal assistance to the flood-stricken areas include clearing off the mud and the debris; protective health and sanitation measures, temporary housing, disaster unemployment insurance, grants for the repair or restoration of private, nonprofit educational institutions and medical care facilities, repair or restoration of elementary and secondary schools, the repair or restoration of Federal Aid System roads and flood control projects undertaken by the Corps of Engineers, emergency conservation measures, food stamps, and provision of commodity foods.

In the Pennsylvania flood ravaged areas, as of November 14 all but 221 of the 20,346 families requiring temporary housing had been housed. In the Wilkes-Barre area alone, 14,250 persons had been provided with temporary housing, and 5,875 persons had been housed in the remaining areas of the State.

A number of families had been housed through the "temporary repair program," used for the first time in Pennsylvania and New York. The temporary housing program in Pennsylvania is the largest in the history of the President's Disaster Relief Program. The Department of Housing and Urban Development had provided more than 14,000 mobile units to house people in the flooded areas of Pennsylvania. This was part of the temporary housing furnished by HUD to 26,313 families routed from their homes by the Agnes floods in the 7-state damage area.

A vast amount of other work had been done by many Federal agencies. A few examples are: The Small Business Administration had approved about 58,000 home loan applications valued at more than $311 million, and more than 3,600 business loan applications totaling $102 million; 14,000 persons had been hired under special Department of Labor programs; the Office of Emergency Preparedness had received and approved 1,624 project applications.

In the stricken New York areas, all of the 5,884 families requiring temporary housing had been housed as of September 30. Aside from Pennsylvania, the temporary housing requirement for New York was larger than for any previous disaster in the history of the President's Disaster Relief Program.

All 1,105 homeowners in the "mini-repair" program are reported living in their homes. Heat and hot water have been provided for all the homes. However, some minor repairs are said to remain on a reported 162 homes. The Department of Housing and Urban Development provided 3,527 mobile units for the ravaged New York areas.

Other achievements

Other achievements include the following: the Small Business Administration had approved 23,682 home loan applications for the New York areas valued at more than $103 million, and 1,551 business loan applications for more than $33 million; more than 5,500 persons had been hired under special Department of Labor programs; the Office of Emergency Planning had approved all applications for the repair of damaged public facilities, totaling $37 million; all hospitals were back in service and had received advances on their requests for public funds; and all public schools had been reopened on schedule.

Aside from the work of the Federal, State and other agencies, and the enormous private effort thrown into the task, the American Red Cross provided shelter for, fed, and gave mass care for thousands of flood victims.

The immensity of the work undertaken, and the response to it by those involved and the local people in each section, stands as a demonstration of what the partnership of governments, and cooperation on all sides, can accomplish when Americans are confronted with a monumental disaster.

—*Economic Development Administration*

Jobs For Veterans Program Zeroes In On Critical Areas

Goals Of 1.3 Million Jobs, Training Slots Set After Topping '72 Mark

A minimum goal of 1,371,900 job and training placements for young veterans has been set by the Labor Department for fiscal 1973—the second year of the President's Veterans Program.

After a year's success in which the Labor Department's goal of service to 1,038,000 Viet-Nam era veterans was exceeded by nearly 30 percent, the National Committee Jobs for Veterans is stepping up its activities as a catalyst in the nationwide effort to absorb returning veterans into the labor market.

About 600,000 men and women are expected to be discharged from service during the fiscal year.

The National Alliance of Businessmen, which assumed a heavy share of the first year's efforts, will take a quota of finding 150,000 jobs for Viet-Nam era veterans, and the Federal Government, including the Postal Service, will place 70,000. Various state employment services will have responsibility for the placement of 410,000.

In continuing the veterans program, Pres-

IN-FLIGHT MEALS—*Military service provides job training in a variety of areas and skills, including preparation and serving of in-flight meals. This veteran is preparing food for in-flight service.*

WORLD WEATHER—*This veteran's military assignment is giving daily television weathercasts to armed forces personnel overseas. When released from service he can qualify for a civilian slot.*

ON THE JOB TRAINING—*This Navy dental technician in training school in San Diego is cleaning a patient's teeth and can do this as a civilian.*

ident Nixon has ordered that special attention be given to six critical areas:

- Expanding civilian job training for soon to be separated servicemen.
- Increasing enrollment in GI Bill training and in manpower programs.
- Continuing the Jobs for Veterans campaign to focus public attention on the hiring of veterans.
- Assuring that federal contractors conform to Executive Order 11598 and list their jobs with the state employment service.
- Improving the effectiveness of the employment service in finding jobs for veterans, and urging all employers, regardless of whether they hold federal contracts, to list their openings with the employment service.
- Giving special attention, through Labor Department and VA outreach efforts, to Viet-Nam era veterans who draw unemployment compensation for three months or longer.

One problem in the nationwide Jobs for Veterans Campaign is what can be done to help the drug rehabilitative veteran back to his feet. Job opportunities for these veterans are virtually nonexistent, according to Charles Daly, Commerce representative on the National Committee Jobs for Veterans.

New York's Off Track Betting organization is apparently a pioneer in efforts to aid in job placement for veterans who have had a drug problem.

Two branches of the Off Track Betting operation are manned exclusively by rehabilitated addicts who are Viet-Nam era veterans, Daly reported after a recent survey of New York efforts in the jobs search.

The first branch, employing 24 rehabilitated addicts who are veterans, opened in November 1971, and the second, manned by 14, opened at 1133 Broadway in August 1972.

Working with VERNA Institute, a private foundation, which supplies a full time counselor in the branches, Off Track Betting's experience has been an outstanding success.

In addition, Off Track Betting gives all veterans a 5 percent special credit on hiring examinations. And, the Off Track Betting branch opening at Rochdale, Long Island this month will be manned exclusively by disabled veterans.

Off Track Betting's programs aiding veterans are ones that will be studied by the national committee and probably used as a model for other states.

—*Jobs for Veterans*

Plastics Industry Looks To Government For Aid In Metric Conversion

Certain Degree Of Anti-Trust Immunity Would Ease Pain During Transition, Says Executive

(This is the third article of a series Commerce Today *is publishing on the impact expected on various industries should the nation eventually convert its present measurement system to metric. The articles are excerpted from papers prepared for the recent University of California conference on the "Impact of Metric Changeover on Packaging and Allied Industries" at San Francisco. This one is based upon a paper prepared by Ray Durazo, Executive Director, Plastic Pipes Institute, Society of the Plastic Industry, New York City.)*

Manufacturers of plastics packaging are not, as a body, worried about the advent of the metric system in this country from a manufacturing/dimensional standpoint.

This lack of anxiety is, however, contingent upon several things happening in concert with the changeover from the British system to the metric.

The plastics bottle industry can easily maintain its pint, quart and gallon dimensions and quantities and simply label them as ½ litre bottles, 1 litre bottles and 3¾ litre bottles.

In order for this to happen, however, the federal and quasi-governmental agencies which have been set up to serve as watchdogs over industry must be willing to concede up to .05 litres discrepancy between label and actual capacity.

However, assuming the worst, namely that the industry will be forced to produce bottles, as one example, which are true litres or multiples thereof, the cost to industry will be monumental. The cost of a bottle mold is high and the number of sizes and configurations vast.

But the plastics industry has never been one to stand in the way of progress and if re-tool it must, then re-tool it will. If this is to be the case, then the federal government must take steps to insure that industry is not forced to spend more than necessary as a result of confusion or false starts.

One step which would go a long way toward easing the pain of metric conversion would be to allow industry a certain degree of anti-trust immunity during the transition period so that manufacturers could collectively work out their packaging problems.

To say anti-trust immunity is not needed and that these problems can be worked out through voluntary standards organizations is to underestimate the breadth of the matter. Surely, the American National Standards Institute (ANSI) and/or the U.S. Department of Commerce's National Bureau of Standards will be valuable tools as American industry struggles with metric conversions.

But these are technical organizations which deal in technicalities of wall thicknesses and diameters. They cannot be used to determine and provide for the marketing impact of metric conversion. Only a coalition of market-oriented people can properly research and analyze the overall problem.

A big part of the metric packaging problem will be the education of the consumer. How will the packaging industry, hopefully with the help of government, go about educating the consumer so that he readily understands what he or she is getting in a 1 litre or ½ litre bottle? How will the consumer know the equation between price and volume under the new system?

Ominous uncertainty

Perhaps the biggest and most ominous uncertainty facing the plastics industry at this time is the question of time. If metrication is the inescapable eventuality it is believed to be, then where is the master plan that will allow industry to make an orderly and intelligent transition to the new system?

Are random segments of American industry to make the change when and if they choose? Will the transportation industry move before the packaging industry or vice versa and with what effect upon the interaction between containers and transportation vehicles? Will individual industries be expected to make unilateral moves toward metrication in hopes that related industries will follow?

If metrication presents problems for the packaging segment of the plastics industry, these are as nothing compared to the problems created for other plastics manufacturers, such as those who produce plastics pipe and fittings. This portion of the industry is extremely dependent upon the standardization of dimensions if plastics piping is going to connect to plastics fittings as well as to metal and non-metallic piping.

A change to the metric system in the plastics piping industry will be horrendously expensive and complex and yet, even here, manufacturers are willing to cooperate to the fullest possible extent so long as they are allowed some latitude to make not only technical decisions but to consider the marketing impact of such changes as well.

The Federal Trade Commission and the Justice Department must cooperate with industry if the transition to the metric system is to be successful.

As an example how the ever-suspicious presence of these governmental agencies can stifle standardization in the true sense of the word, the plastics piping industry is currently burdened with more than 100 standards, each resulting in a slightly different product. This proliferation of standards is causing confusion among users of the product and is resulting, in some cases, in misuse of plastics piping. And yet, the plastics industry is prevented from correcting the problem for fear of running afoul of anti-trust regulations.

The plastics industry has suggested to government that it should begin thinking about what is called "standards making in the public interest" by which is meant that industry should be allowed to stem the tide of standards proliferation and actually rule out the creation of new product standards where it can be proven that such new standards are not in the public interest. Present federal guidelines prevent an industry from restricting the writing of new standards on the basis that such a restriction would constitute a "restraint of trade." It would not be fair to say that the plastics industry has pursued this idea to the fullest possible extent, but it is to be hoped that eventually the government might allow the private sector more freedom to govern its internal workings.

Advent welcomed

The fear of violation of anti-trust regulations may prevent the plastics industry from moving to the metric system as soon and as confidently as it might if it were allowed some reasonable degree of anti-trust immunity during the transition period.

However, the plastics industry welcomes the advent of the metric system in this country not only because it is indeed a more rational numerical system than the present one, but also because it heralds a new era of international trade and cooperation in which the United States can more fully participate. However, if this industry is to make the change with a minimum of suffering and economic hardship, then the overall metrication effort must be a carefully orchestrated movement with government and all its agencies not only cooperating with, but assisting industry by means of consumer education and a temporary relaxation of anti-trust regulations.

DOMESTIC BUSINESS REPORT

- Subsidy contracts open new trade
- MESBICs come into their own
- Bicentennial plans into action
- Consumer protection business aim
- Growing numbers live alone
- Food & dairy people plan show for '74

New Contracts Open More Trade Routes

Setting the stage for the participation of the first U.S.-flag merchant ships in the movement of American grain to the Soviet Union, two operating-differential subsidy contracts governing such shipments were signed in Washington, D.C., last week.

The contracts, which provide for the government to pay the operators the difference between the cost of operating bulk-carrying vessels under the American flag and under low-cost foreign flags, are the first to implement the maritime accord signed last month by the U.S. and the U.S.S.R. in Washington, D.C.

In addition to granting vessels of each nationality the opportunity to carry up to one third of all cargoes moving in trade between the two nations, this pact also specifies that the Soviet Union will pay either $8.05 per ton or 110 percent of the prevailing world rate (whichever is higher) for the U.S. ships participating in the grain trade.

Signed by the Commerce Department's Maritime Administration and two subsidiaries of American Export Industries, Inc., the contracts cover the tankers *National Defender* and *Western Hunter*.

A first for U.S.

"This subsidy makes it possible for the first time for American ships to participate in this grain trade," said Assistant Secretary of Commerce for Maritime Affairs, Robert J. Blackwell, at the signing of the agreements.

Blackwell added that the rates for this trade are set in open competition with lower-cost foreign ships, on a nearly equal footing.

Scheduled to run until June 30, 1973, the contracts, he said, require that the operators obtain prior approval from MarAd before a specific voyage in this trade can be undertaken.

The subsidy payments will cover a portion of the following vessel expenses: wages and subsistence of officers and crew; maintenance and repairs; vessel insurance; stores, supplies, and expendable equipment; depreciation and interest; fuel; and miscellaneous voyage expenses.

The AEI subsidiaries with whom today's contracts were signed are National Transport Corp., which owns the 71,054-ton *National Defender,* and Colonial Tankers Corp., the owner of the 72,254-ton *Western Hunter*.

The Maritime Administration is currently reviewing subsidy applications from more than 28 other companies who have designated more than 45 vessels for possible entry into the Soviet grain movement. *—Maritime Administration*

GETTING NEW LIFE—*Motor Enterprises, Inc., General Motors Corporation's Minority Enterprise Small Business Investment Co., has enabled Accurate Fabricating & Equipment Co. of Cleveland to expand and take on larger contracts. Discussing plans for his company is Harold Sumpter (left) president of Accurate Fabricating, with John Robinson (center) assistant director of the Greater Cleveland Growth Corp. and John McCarter, vice president, Central National Bank, Cleveland.*

New Law Eases Fiscal Rules For Minority Investment Firms

A step has been taken that will triple—possibly even quadruple—the opportunities for the minority population in the United States in the business world.

That step is the new Minority Enterprise Small Business Investment Act of 1972, passed by Congress and signed into law by President Nixon late last month.

This new act, according to Secretary of Commerce Peter G. Peterson, will permit a restructuring of the Minority Enterprise Small Business Investment Company program nationwide on a more fiscally sound basis.

"It will also," the Secretary said, "provide for authority to organize a Minority Enterprise Small Business Investment Company (MESBIC) on a non-profit basis, if desired."

Further advantages of the new legislation include providing increased equity for MESBICs through purchase by the Small Business Administration of preferred stock, lowering normal interest costs on SBA loans to MESBICs by 3 percent during the first five years of a loan, and expanding the loan assistance available to the licensed MESBICs with capital of between $500,000 and $1 million.

"These sound fiscal proposals will effectively strengthen the MESBIC concept and provide even greater opportunity for minority entrepreneurs," the Secretary added.

Licensing authority

Until the passing of this new legislation, MESBICs were organized nationwide under the "Small Business Investment Act of 1958," which gave SBA the authority to license these investment companies that have been formed to assist and develop minority-owned businesses across the nation.

The new act specifically defines and strengthens the MESBIC program, providing a base for special treatment for MESBICs in light of the extra risks inherent in minority business investments.

One of the social changes of the legislation is to permit MESBICs to be organized as non-profit corporations.

Under the former law, investment companies, even those whose prime motivation was to invest solely in businesses owned by socially and economically disadvantaged persons, could only be established as profit corporations.

Under the new law, with the capability of a MESBIC to be established as a non-profit corporation, investors in the organization can receive tax benefits and also take tax deductions for gifts to MESBICs, making the incentives for investing in such an organization even greater.

Tax exemptions

In addition, charitable organizations can now invest in MESBICs and also be eligible for exemptions, which in turn could increase resources available to finance MESBICs, and, hence, further promote the development of more minority businesses and incorporating more minorities into the free enterprise system of America.

The MESBIC Act of 1972 also provides new incentives for increased private sector MESBIC investment by:

- Authorizing SBA to purchase $2 of debenture loans for every $1 of private capital of a MESBIC and $1 of a nonvoting, 3 percent cumulative preferred stock for every $1 of private capital of a MESBIC, on specific conditions designed to encourage MESBICs to raise a minimum private capital of $500,000 or more.
- Providing $3 of SBA leverage ($2 of debentures and $1 of preferred stock) for every $1 of private capital of a MESBIC having private capital of $500,000 or more (under the previous legislation, $3

for $1 leverage was available only for the amount of private capital in excess of $1 million).

- Reducing for the first five years of the term of debenture loan the rate of interest by three full points (with a minimum rate of 3 percent).

MESBICs, which are licensed by SBA and marketed by Commerce's Office of Minority Business Enterprise, provide venture and equity capital, as well as long-term debt financing, to new or expanding minority-owned businesses.

In addition to special tax considerations, the MESBIC provides for extensive leveraging of the initial capital investment. (Minimum unencumbered capital is $150,000, although several MESBICs have been licensed with more than $1 million in paid-in capital).

Low-interest loans

A MESBIC with $150,000 capital can get a two-for-one matching, low-interest, long-term loan from SBA, which increases the initial $150,000 to $450,000 (This amount can be more, if the original capital is $500,000 or more). Then, through loan participations, this tripled capital base can be multiplied as much as five times—permitting the MESBIC to generate as much as 15 times its own initial capital investment in new, profit-oriented minority business assistance.

As of the end of last month, 51 MESBICs have been established throughout the country and are now in operation, with a total capitalization of approximately $18 million. These MESBICs have been responsible for the development of more than 450 minority-owned businesses nationwide, which, in turn, have generated 5,000 jobs for other minorities.

MESBICs work hand in hand with other OMBE-sponsored organizations to assist in the development and successful operation of minority ventures.

The Local Business Development Organizations in a community finds business opportunities for minorities, and locates people with the desire and skill to make business a career. It also helps these minorities put together a business package and locate financing (possibly through the MESBIC in their locality).

More in 1973

The Business Resource Centers, which are in the process of being developed throughout the United States (by the end of 1973, OMBE anticipates 50 will be in operation), work with MESBICs on bringing technical and managerial assistance to minorities starting a business, or to those already in business who need this kind of help. The BRC will also assist in identifying companies and corporations who will buy the products or services the new minority businesses can provide.

In addition to the currently licensed MESBICs, John L. Jenkins, Director of OMBE, notes that 14 more applications are currently being considered by SBA for licenses, and these are expected to gain approval within the next month or two.

"The new legislation," said Jenkins, "has placed us on the threshold of a major expansion in the MESBIC industry, which will clearly match the expanding horizons of all minority businessmen."

Any group, organization, corporation, or bank interested in forming a MESBIC is urged to contact the Commerce Department Office of Minority Business Enterprise, Washington, D.C., for further information.

—OMBE

EXPANSION REALIZED—*A new West Side branch store of LeMans Haberdashers, Inc., a New York City men's clothing and footwear company, celebrated its grand opening this fall due to help from a Minority Enterprise Small Business Investment Company. Kermith Morgan (left), president, points out the store's new line to Frank Savage, president of TELCEC MESBIC, and his assistant Yvonne Brown.*

These Are The Times That Try Firms' Roles . . . Getting Ready For Bicentennial Celebration

With the target date just four years away, increasing efforts are being put forth to plan, organize and implement programs at the Federal Government level that will make the 200th birthday of the United States a memorable occasion.

Even though 1976 seems a long way off, J. William Nelson, Director, Trade Fairs & Expositions Division and the Commerce Department career representative to the American Revolution Bicentennial Commission, points out that it is important that organizations, government bodies and individuals be stimulated to go into action on their plans now.

Action needed now

"In order to cement all ideas and assure a successful bicentennial celebration," Nelson said, "plans must not only be made but begun to be implemented now."

Several plans have already been firmed up by the Commerce Department, which is making a major contribution to all three of the planned Bicentennial phases—Heritage '76, Festival USA, and Horizons '76.

The Department has taken action in many directions for commemoration of the Nation's bicentennial effort.

Special programs being developed include:

Bicentennial Exposition Center—The "Great Hall" in the Washington, D.C., Main Commerce Department (E Street entrance) is being converted into a Bicentennial Exposition Center. The purpose of this center will be to show the Executive Branch of the Federal Government after 200 years as the people's instrument, shaped by and responsive to their needs.

The center, which will cost approximately $2 million, is a cooperative venture with other Federal agencies under the chairmanship of the General Services Administration Bicentennial Coordination Center. It is hoped to have the center open to the public by 1975.

Hall of American Maritime Enterprise—The Department's Maritime Administration spearheaded a project which developed into the "Hall of American Maritime Enterprise," now open at the Smithsonian's Museum of History and Technology in Washington, D.C.

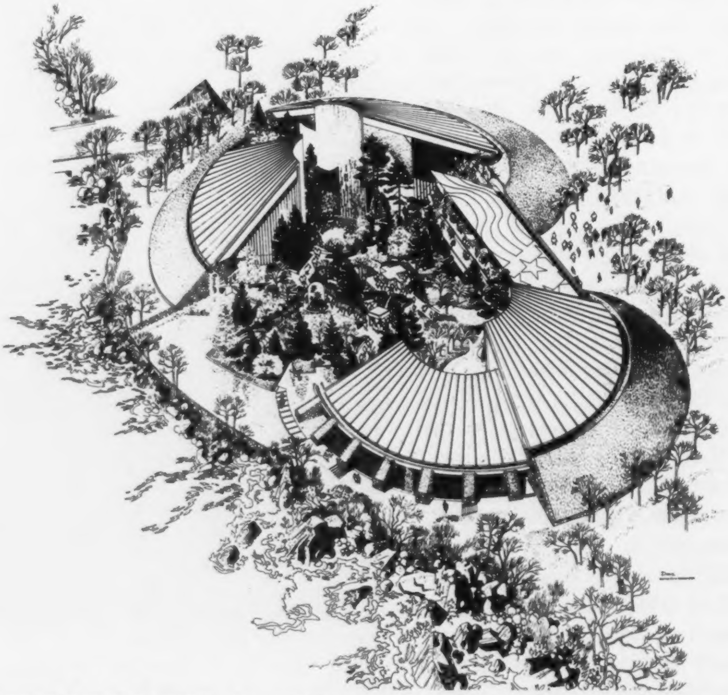
A joint effort of MarAd and the Smithsonian, the new exhibit's principal financing has been underwritten by the maritime industry, which considers this undertaking its recognition of, and gift to, the United States Bicentennial program.

This example of government-industry cooperation has received not only the full sanction of the ARBC, but also full permission to use the Commission's adopted logo for the celebration.

A total of $1.5 million has been pledged for the historic maritime exposition by six industry groups. MarAd has committed $100,000, and expects to grant another $150,000; the Smithsonian expects to spend $450,000 on internal operations and maintenance over the next five years on the hall.

International Exposition — Spokane, Wash., will be the site of the world's first major exposition themed to the environment—"Expo '74, 'How Man Can Live Work and Play in Harmony with His Environment' "—scheduled for opening May 1, 1974 for a six-month run.

This exposition, which has international significance, has been approved and registered by the Bureau of International Expositions in Paris, has been recognized by President Nixon, and invitations to the world have been extended from



PERSPECTIVE VIEW—*An artist's conception of a portion of the Spokane Exposition gives a perspective view of the U.S. Pavillion.*

the President through diplomatic channels. To date, Cauda, Iran, the U.S.S.R., Japan and Mexico have accepted these invitations and have announced major plans for this event. It is expected that from 20 to 30 other nations will participate.

The event is privately-sponsored and, therefore, not a direct Bicentennial project. However, since it is one of only two internationally recognized projects (the other is the Winter Olympics) during the Bicentennial Era, the sponsors have been encouraged to seek ARBC recognition as part of the 200th birthday celebration.

Commerce is heavily involved in this project and will plan, mount and operate the U.S. pavilion.

InterAmerican Cultural and Trade Center (Interama)—Miami's Interama project which was endorsed by the President for completion by 1976, is also making great headway, Nelson reports.

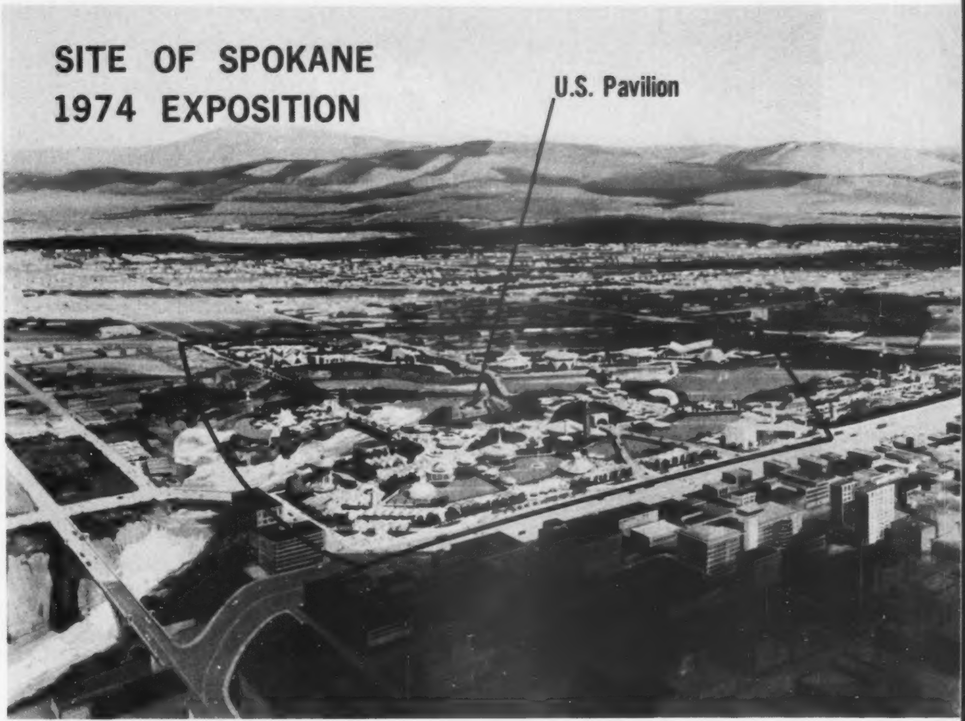
The original plan has been greatly modified to strengthen the project's Latin American orientation and insure "third century" operating performance.

The Trade Fairs and Expositions Division administers a $5.7 million appropriation for the Federal participation at Interama.

"Black Williamsburg" — The Commerce Department's Office of Minority Business Enterprise is working with the D.C. Bicentennial Commission, the District Government and other local entities in the Nation's Capital on a black cultural and historic project to be located in Washington, D.C.

Among other plans, currently under study is a facility to be developed along the lines of Williamsburg, Va., which would portray the role, history evolution and contributions of Black Americans to the country.

According to Nelson, the importance of tourism should not be underestimated in the planning and implementation of programs and activities for the Bicentennial celebration.



SITE OF EXPOSITION—*A decaying inner city area of Spokane will be transformed into the 1974 Exposition site. The exposition area, along a scenic river, is circled.*

Because of this, Commerce's United States Travel Service is working on several programs designed to bring foreign visitors to the United States during the Bicentennial period, spearheaded by James L. Hamilton, III, Acting Assistant Secretary of Commerce for Tourism, and the policy level alternate on the ARBC. These programs fall into the Festival USA category of the Bicentennial:

- A Bicentennial public service advertising campaign has been launched by USTS in cooperation with the Bicentennial Commission.

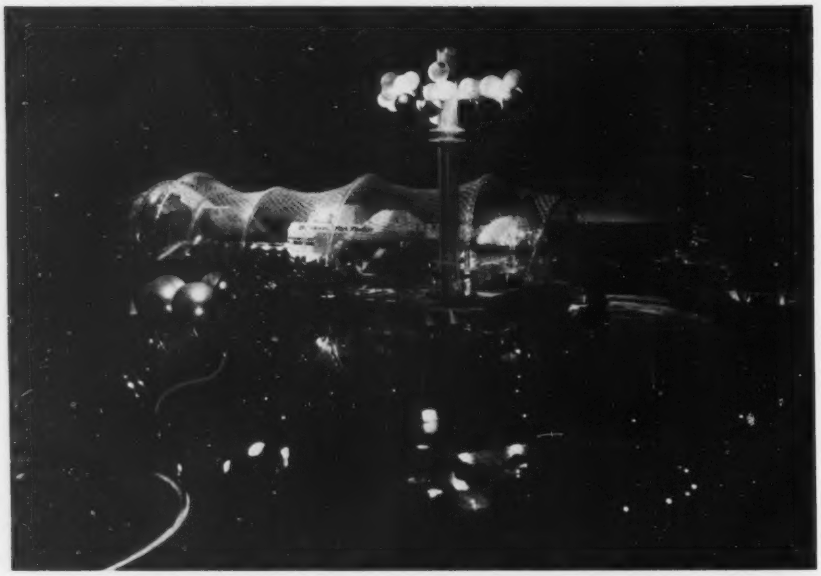
The campaign is designed to stimulate American travel within the United States during the Bicentennial Era and to promote tourism consciousness—particularly as it relates to improving the Nation's host services for foreign visitors.

The campaign is introducing a hospitality logo (designed by Walt Disney Productions) to be used by the private and the public sector (restaurants, hotels, motels, buses, etc.) as a symbol of hospitality and involvement in Bicentennial programs. This logo will also be an easily recognizable symbol of hospitality to foreign visitors traveling in the United States.

- The matching funds program of the USTS, which provides funds to states which commit dollars to a travel program designed to encourage foreign visitation to the United States, will be focused on Bicentennial projects in fiscal years 74, 75 and 76.

James L. Hamilton III
Acting Assistant
Secretary for Tourism

in this program and are now organizing to welcome foreign visitors in their area to the Nation's 200th birthday.



BICENTENNIAL PARK—*An artist's rendering of a bicentennial park, one of the many features the American Revolution Bicentennial Commission is proposing for the celebration. The parks would be scattered throughout the country.*

This program will be used to promote travel to the U.S. through advertising and promotional projects jointly funded by USTS and non-profit travel interests, such as states, cities and regional groupings of states.

It will also be important to financing programs in the country designed to improve host services for foreign visitors. Programmed to carry out this service is $900,000 for fiscal year 73 and $2 million for fiscal years 74, 75, and 76.

- Entry reception programs will be another important part of the USTS involvement in the 200th birthday event.

USTS has already begun welcome and information services at major ports of entry to the U.S., where multilingual receptions assist foreign visitors when they arrive in the country.

This program will be enlarged to assist with Bicentennial plans, and multilingual receptionists are planned for all major ports of entry to provide information on Bicentennial activities and assistance through entry formalities.

In each major port of entry, in addition, a Bicentennial display and information center will also be established in which information can be disseminated in the major languages of the world.

- Host Nation activities are also being planned by USTS. A hotel-motel language certification program will be expanded, encouraging overnight accommodators to have foreign language capabilities at registration desks, switchboards and in restaurants—as well as printing information, menus, and other published materials in foreign languages.

Special number

During the Bicentennial period, a toll free code 800 telephone number will also be available to foreign visitors 24 hours a day, to enable these visitors to receive travel information and assistance in all of the major languages of the world.

This program will be conducted jointly with the travel industry.

The "Americans at Home" program will be implemented, giving private families the opportunity to host individual foreign visitors during the era. Some 74 organizations in cities throughout the U.S. have already indicated an interest

Full information

Sales offices of the travel industry will be fully informed of all Bicentennial plans and actions. These offices will be provided with full information of all activities—probably by the publication of a bimonthly newsletter.

USTS also plans a familiarization program for both foreign travel agents and foreign travel journalists, bringing key international travel agents to the United States to familiarize them with Bicentennial programs and to encourage them to package and promote U.S. tour programs in their home markets. The program would also expose key travel journalists to the activities, resulting in foreign media coverage.

- USTS, through agreement with the Bicentennial Commission, will be the instrument of invitation to the world, utilizing the promotional and advertising mechanisms of their nine regional offices in the major travel markets abroad.

Other plans are also being pursued by this agency. Travel missions, including key elements of the U.S. travel industry are being organized to go into major world market areas to sell and organize travel to the United States during the Bicentennial. A sales promotion literature campaign is in the works for foreign distribution, including a Bicentennial travel guide and posters on the celebration. VISIT USA Bicentennial Mobile Exhibits will also be used to stimulate interest in visiting the U.S. as it enters its third century.

Nelson points out that this is just a beginning, but an important one. Other Commerce departments are also working on programs to aid the Bicentennial, many of which are expected to be announced in the near future.

Protecting And Preserving Consumer Integrity Main Aim Of Business

The National Business Council for Consumer Affairs has called on all business executives to "protect and preserve the integrity of consumer advertising" by insuring against its misuse.

"Advertisers must be able to substantiate the truth and accuracy of all claims with reasonable supporting information," the NBCCA Advertising and Promotion Sub-Council said in a report on "Advertising Substantiation."

And, the presidential advisory panel, declared: "It is particularly important that advertisers substantiate, in advance of their use, all factual claims relating to the safety, performance, effectiveness, quality, and price of products and services.

Opinions identified

"Claims based on opinion should be clearly identified as such," the report continues.

The document, authored by the NBCCA Sub-Council, outlines thirteen comprehensive guidelines on advertising substantiation which the Council believes would result in better serving and better informing consumers nationwide.

While acknowledging the important role of government in prohibiting advertising which is untruthful, the Sub-Council "recommends against any government restraints on the advertiser's right of expression in commercial advertising which are not reasonably necessary to prevent fraud and deception and to protect the public health."

Instead, the panel urges that advertisers individually set up and enforce the procedures and guidelines required to prevent the misuse of advertising. And they note that "self-regulation in this regard is feasible and proper."

Robert Keith, Chairman and Chief Executive Officer, The Pillsbury Company; and Archibald McG. Foster, Chairman and Chief Executive Officer, Ted Bates & Company, serve as Chairman and Vice-Chairman of the NBCCA Advertising and Promotion Sub-Council.

"We recognize that many consumer product or service companies have formal procedures for review and verification of advertising claims," Keith said. "But we are urging all consumer advertisers who have not already done so to establish clear, written advertising substantiation procedures.

Truth and accuracy

"We believe these will insure the truth and accuracy of all factual claims," he continued.

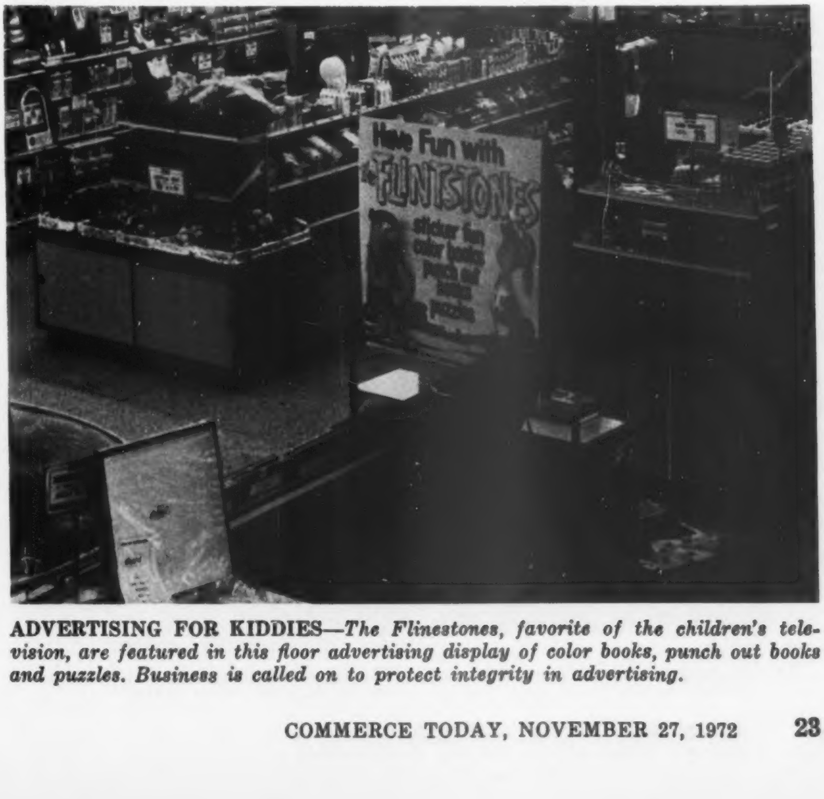
Foster explained, "The recommendations are designed to promote ultimate consumer satisfaction with the performance of products as they relate to the consumer's understanding of claims made for these products. We do not intend our recommendations to be used to help defend against possible legal problems of an advertiser."

The Sub-Council's thirteen recommendations cover all consumer advertising claims; factual claims; performance claims; factual health and safety claims; suggested product uses and inherent safety risks; market performance claims; pretesting of products; price and price comparisons; exaggerated statements and demonstrations; judgment or opinion claims; appeals to emotion; controversial public issues; and special audiences, including children.

In essence, the panel urges all advertisers to carefully consider each point, and then recommends that individual companies write specific policies and procedures incorporating the recommendations on advertising substantiation.

Secretary Peterson has sent copies of the report to over 1,200 major advertisers, as well as to advertising agencies, trade associations and others asking that each of them work with the Council in encouraging further implementation of the recommendations.

—NBCCA



ADVERTISING FOR KIDDIES—*The Flinestones, favorite of the children's television, are featured in this floor advertising display of color books, punch out books and puzzles. Business is called on to protect integrity in advertising.*

Study To Explore Cost-Accounting Data For American-Flag Fleet

Wanted: uniform cost-accounting standards for the U.S.-flag liner fleet by the Maritime Administration.

To develop these standards, MarAd is requesting proposals for a research project to study the probabilities.

The project, according to Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, is being undertaken in conjunction with the Federal Maritime Commission.

Uniform code

Estimated to require about a year to complete, the new study is intended to develop a uniform code of guidelines to be used by U.S. liner companies in allocating their costs to specific services and types of cargo.

The idea for the study, Blackwell said, grew out of a recommendation contained in the recently completed Sealift Procurement and National Security report, a multi-agency analysis of Department of Defense procedures for purchasing ocean shipping services.

In addition to its prime mission, the project will include the development of a cost-reporting system. This system will specify the data and format to be used by operators in reporting their costs to the FMC, which will use the information to assure that steamship companies' bids for the carriage of military cargo cover the lines' "fully distributed costs."

Blackwell also pointed out that the study will serve a second purpose by updating the accounting standards employed by steamship companies and will thus contribute to improved corporate planning by these firms.

He noted that the financial reports currently submitted to MarAd by shipping companies would be modified to incorporate the new system when it is completed. Bids for the study are being accepted by MarAd through December 4, 1972.

—Maritime Administration

Sixth Edition Of Metropolitan Area Statistics Is Quizmasters' Delight

"Married women, husband present" comprised 54 percent of the female labor force in 1970 in metropolitan areas of 200,000 inhabitants or more.

Nine percent of all U.S. workers used public transportation to work.

Median value of single family year-round housing units in the U.S. was $17,000.

These facts are a sampling of the quizmaster's delight found in the sixth edition of "Metropolitan Area Statistics," a reprint from the 1972 edition of the Statistical Abstract of the United States. The edition was released by the Census Bureau this month.

The 66-page booklet presents recent data for the 148 Standard Metropolitan Statistical Areas in the United States having 200,000 or more inhabitants in 1970. A total of 216 items is shown for each SMSA, including 87 items from the 1970 Census of Population and Housing.

Of special interest are population data on such subjects as family income, school enrollment, foreign stock, Spanish heritage, and transportation to work. Data from the 1970 census on total population, density, race, age composition, school enrollment, and housing units are given separately for inside and outside central cities. Among other subjects are vital statistics, health, employment and unemployment, housing, government, social security benefits, public assistance, crime rates, banking, manufacturers, and business.

For New England, data are shown for both metropolitan State economic areas and SMSA's wherever it was possible to do so.

SEA's consist of counties; SMSA's in New England, of towns and cities. SEA data are included for New England because, for a large number of items shown, only counta data were available to serve as a basis for metropolitan area figures.

Here are some samples of "Metropolitan Area Statistics:"

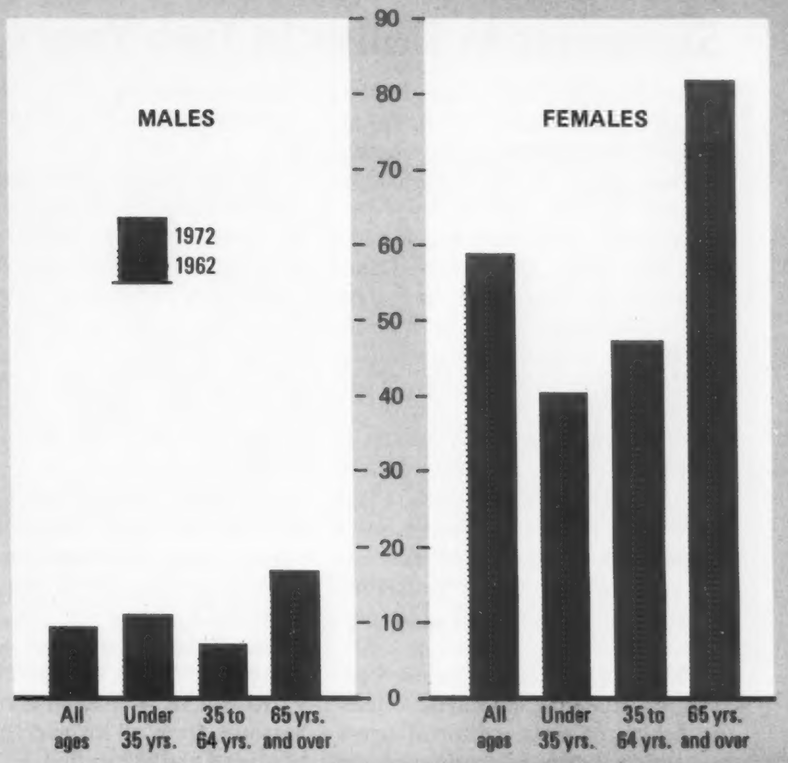
Of 1.4 million new private housing units authorized by building permits in 1971 in metropolitan areas of 200,000 inhabitants or more, 51 percent were in structures with five or more units. And:

- Monthly Social Security benefits paid to retired workers in the U.S. in December 1971 averaged $133. Among metropolitan areas of 200,000 inhabitants or more, the range was from $109 in the Fayetteville, N.C., and Huntsville, Ala., areas to $152 in the Gary-Hammond-East Chicago, Ind., areas.
- In February 1972, monthly public assistance payments to families with dependent children averaged $206 in metropolitan areas of 200,000 inhabitants or more.
- Burglaries in the U.S. as a whole occurred at the rate of 1,148 per 100,000 population in 1971. Among metropolitan areas of 200,000 inhabitants or more, the Ann Arbor, Mich., area had the highest burglary rate, 2,502 per 100,000 population, and the Wilkes-Barre-Hazleton, Pa., area the lowest—334.

Copies of "Metropolitan Area Statistics" may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any U.S. Department of Commerce 35 cents.

Growing Number Shows Preference For Own Home

Proportion of Household Heads With No Relatives in Their Home, by Age and Sex: 1972 and 1962



A growing number of Americans, particularly young men and older women, prefer establishing their own households rather than living with parents, children, or other relatives.

A new Census Bureau report shows a significantly higher proportion of "primary individuals"—those who live alone or with unrelated persons — in 1972 as compared with 1960. The figures probably reflect growing affluence as well as other factors since in the past many single individuals could not afford their own living quarters. Other Census Bureau statistics show that the average number of persons per household declined from 3.0 to 2.7 from 1960 to 1970.

Of the 14.8 million women who were household heads at the time of the survey, 8.7 million or about 59 percent, fell into this category. This compares with 54.7 percent in 1962. Among men, about 4.8 million or 9 percent of all household heads were classified as primary individuals in 1972, compared with 6.6 percent in 1962.

Moreover, the report shows the proportion of male household heads under 35 who lived alone or with people not related to them increased from 5.2 percent in 1962 to 10.7 percent in 1972. For women, 65 years old and over the proportion increased from 73.2 percent in 1962 to 81.7 percent in 1972.

Of the 7.4 million persons 65 years old and over who were not confined to institutions, 5.7 million were household heads. These men and women represented more than three-fourths of the widows and widowers 65 and over. About 80 percent of these older heads of households were primary individuals, most of whom lived alone.

Another reason for the increase in the number of "primary individuals" is the increase in the proportion of divorced men and women.

The proportion of divorced persons in the United States—compared to all persons in intact marriages—has increased by about one half over the past 12 years.

In March 1972, there were 66 divorced women to every 1,000 married women with their husbands present. And 38 divorced men to every 1,000 married men with their wives present. In 1960, the Census Bureau report shows, there were 42 divorced women to every 1,000 still married and 28 divorced men to every 1,000 married men. Vital statistics show that during this period the annual number of divorces rose by 80 percent.

The differences in the ratios between men and women reflect the greater tendency of men to remarry.

The divorce ratio has increased since 1960 for whites and also for persons of Negro and other races. At the time of the 1972 survey, the ratio of white women was 61 divorced to every 1,000 still married and among women who were Negro and other races the ratio was 125 divorced to every 1,000 still married.

The corresponding figures for 1960 were 38 divorced white women to every 1,000 still married and 89 divorced women who were Negro and other races to every 1,000 still married.

Among white men, in March 1972, there were 37 divorced to every 1,000 who were still married and 56 divorced men of Negro and other races to every 1,000 still married. This compares to 27 divorced white men to every 1,000 still married and 37 divorced men of Negro and other races to every 1,000 still married in 1960.

Food & Dairy Expo Hopes To Repeat Successes In Dallas In Two Years

Heading for Dallas, Tex., in 1974 is the Food & Dairy Expo, for its 29th biennial conference, sponsored by the Dairy & Food Industries Supply Association.

The time and place are already set—Oct. 20-24, 1974, at the Dallas Convention Auditorium, and plans are in the making to make this next exposition even more successful than the one held this year in Atlantic City, N.J.

Expo '72 attracted more than 15,000 people, according to an unofficial count. On hand for the event were more than 8,000 processors, a substantial increase over the last two shows. Exhibitors numbered nearly 4,500, an increase of 25 percent over 1970.

The visitor category included educators, students, sanitarians, public health officials, editorial press representatives and non-processor foreign attendees, in addition to processors, exhibitors, DFISA members and others having a demonstrable interest in food processing.

Foreign attendance was also up substantially, with 31 countries represented by nearly 800 persons. Roy E. Cairns, national president of DFISA noted that "Expo's selection as a Department of Commerce V.I.P. Show undoubtedly contributed to the increase in foreign visitors" which averaged no more than 300 persons in past years.

Exhibitors agreed with Cairns, and felt that their possibilities for export trade had been greatly increased by the show's designation as a V.I.P. Show by the Department. This designation — which stands for VISIT, INVESTIGATE, PURCHASE — encouraged businessmen from all around the world to attend the exhibition.

Expo '72 was the first food and dairy show to be chosen for the V.I.P. designation. Commerce Department officials said that it was so chosen because the DFISA-sponsored show has been proven a major event in the country, presenting a substantial cross section of products that offer vast undeveloped export potential.

George Weigold, managing director of Dairy Society International, supervised the V.I.P. lounge and reported extreme interest shown in the modern and advanced processing equipment, machinery and technology available to the industry by the embassy and overseas visitors to the event.

"We were delighted with good attendance at the Show and at the international reception," he said. "And, we had representation from at least a dozen embassies and more than 30 countries."

Weigold also indicated that they were able to arrange plant visits and provide other services for the foreign attendees who voiced such interest.

On hand to assist Weigold were three bilingual hostesses—Camille Lefko, Julia Scheyder and Lydia Range.

Visitations to the V.I.P. lounge were recorded from representatives of Argentina, Australia, Bahamas, Belgium, Bermuda, Brazil, Canada, Costa Rica, Denmark, Dominican Republic, England, Finland, France, Germany, Greece, Guatemala, Honduras, Ireland, Israel, Italy, Jamaica, Mexico, New Zealand, Nicaragua, Panama, Singapore, Sweden, Switzerland, Taiwan, Japan and Venezuela.

Puerto Rico and the Virgin Islands were also represented.

Foreign visitors to the Expo were able to receive trade and financial counseling as well from international trade specialists from the Commerce Department, Philadelphia Regional Export Expansion Council and the Philadelphia Business Service Field Office, as a result of the V.I.P. designation.

The DFISA-sponsored event is always planned to coordinate with the industry's association meetings,

FOOD & DAIRY EXPO '72
DAIRY & FOOD INDUSTRIES SUPPLY ASSOCIATION

THE EXHIBITION—*Thousands of businessmen mill through the Convention Hall at Atlantic City, N.J., to view and learn about the latest equipment and technology available to assist food and dairy processors in producing the best products.*

and Expo '72 was no exception. Four of these meetings were held in Atlantic City to coincide with the Expo.

In addition, businessmen attending the exhibition were given the opportunity of attending a Food Engineering Forum during their five-day stay. The Forum, co-sponsored by DFISA and the American Society of Agricultural Engineers, was a two-day event planned to bring those interested in the industry up-to-date with social legislation and the food processor-industry involvement concerned with this legislation.

Subjects reviewed included operating concepts for food protection and equipment sanitation, metric conversion and its implications for the food industry, engineering considerations for recycling of food materials, and world malnutrition and the need for product innovation.

OPENING CEREMONIES—*Keynote speaker at the 28th biennial Food & Dairy Expo was Robert A. Podesta (standing), Assistant Secretary of Commerce for Economic Development. Flanking him at the opening ceremonies are (left to right), John H. Vogt, executive vice-president of Dairy & Food Industries Supply Association, the sponsoring organization, Joseph Bradway, Mayor of Atlantic City, Terry Anne Meeuwsen, Miss America of 1973, Roy E. Cairns, president of DFISA, Gordon A. Houran, president-elect of the DFISA, and Arthur A. Rogers, DFISA treasurer.*

Addressing himself to the subject of food protection, Robert M. Schaffner, Director of the Office of Product Technology, Food and Drug Administration, noted that with "industry assistance, FDA hopes to write Good Manufacturing Practices for bottled water, various frozen foods, bakery goods, confections and several other products."

Dr. Schaffner told the Food Forum listeners that by publishing GMP's as proposals, the Federal Government hopes to give both industries and consumers an opportunity to comment, "particularly on these critical control points."

FDA is currently at work on the development and publication of proposed GMP's for about six major segments of the food industry, the first of which — for low-acid canned foods—was initiated by the National Canners Assn. as a petition to the Food and Drug Administration last year.

In discussing sanitation, Dr. Schaffner noted that the FDA is "continuing with the voluntary programs acquired from the U.S. Public Health Service — shellfish and milk sanitation. He also pointed out that these programs will continue to be re-evaluated for "optimum operation."

The topic of metric conversion was covered by Gordon A. Goodrich of General Food Corp.

Goodrich explained that the food processing industry has "very little to gain economically from a national program to convert to the metric system of measurement."

But he added that the U.S. Senate has approved a bill to adopt metrics for the government during a 10-year period "with industry converting on a voluntary basis."

In addition, Goodrich pointed out that success in the export market in years ahead hinges on the use of the metric system in the manufacture of products for international trade.

Goodrich also said that the cost of this conversion to the U.S. economy is "indeterminate, but every segment of our society will be affected." The industry official stated that "study recommendations are for the costs of conversion to lie where they fall." He added that this may result in unfair penalties to some segments of the industry.

ADVANCE
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5900-7199

LOGGING IN—*Attendees to Expo '72 receive their Sho-Plate "credit cards" as the register at Expo '72. This combination registration system—used for the first time at this year's exhibition—is enabling exhibitors to follow up customer requests rapidly following the show.*

However, according to Goodrich, possibly Congress may provide tax relief or incentive to accelerate conversion in their version of the Metric Conversion Bill.

The senior project engineer of

Campbell Soup Co., Gerald E. Harris, described the waste water and food waste treatment facilities of Campbell Soup Co. at the Forum, to give the attendees an opportunity to know how his company has handled this pollution abatement problem.

Campbell, Harris said, has done extensive research, particularly in the field of waste water treatment. He pointed out that Campbell has been successful with its spray irrigation for overland flow filtration in range country, where the area is subsequently planted in water tolerant grass crops, which are harvested for profit.

Harris outlined his company's handling poultry waste in a recycle-to-nature system, and also discussed the reuse of water in a food processing plant. "Water that is recycled," he said, "can be used to cool compressors and cans, and in condensers may be used to wash vegetables. Water from vegetable washers may be used in waste flumes."

These features, the industry executive emphasized, should be included in plant design.

Martin J. Forman, Director of the Office of Nutrition, Agency for International Development, spoke to the forum audience on malnutrition, and stressed that "there are no panaceas" to the problems of world malnutrition, "no easy and simple solutions to the problem."

Dr. Forman said it is more than a matter of creating a new protein source from the sea, or from algae, or from leaves or from recycled sewage. "A solution must be economically, as well as technically feasible, and it must be in harmony with the cultural realities."

He pointed out that it is estimated that 30 percent of all children born in the developing countries of the world fail to reach the age of five—mainly because of inadequate protein-calorie diet.

The AID director suggested plant breeding as one method. He also noted that "an alternative to plant breeding is the fortification of staple foods with protein concentrates as well as with vitamins and minerals.

"To date," he continued," we have only barely scratched the surface of the potentials for breeding higher yields and more highly nutritious food crops, but the widespread utilization of new varieties will require some adjustments on the part of governments, the agricultural sector and the food industry."

Dr. Forman also noted that "since the introduction of a new, low cost nutritious food is viewed as a high risk venture with low profit potential, most of the food products which might make a nutritional impact are doomed to the dead end of the research and development files.

Modify criteria

It is his hope that the commercial food industry will modify its criteria for introducing new products and for governments to provide incentives to industry for doing so."

The highlight of the technical sessions at the Forum was the presentation of the first Food Engineering Award to Dr. Arthur Farrall, professor and chairman emeritus, Agricultural Engineering Dept., Michigan State University. Dr. Farrall was also a Forum speaker and discussed food engineering in the future.

Attendees at the 28th Expo, sponsored by DFISA, expressed enthusiasm about what they had seen and learned. Exhibitors also said that they expected strong returns.

New exhibitors indicated a desire to be included in the 1974 show, together with the businesses interested in selling to food and dairy processors who have been long-standing exhibitors. One new exhibitor remarked that although he was new to the industry, he found top exposure of his products at Expo '72, and was able to tell his story to a lot of the right people.

"That's about all we could ask," he said.

Calendar For Businessmen

Dec. 5—Columbia, S. C.—Industrial Developers Association. For information, Charlotte Fielder, State Development Board. Phone: 803-758-3145.

Dec. 6—Washington, D. C.—Shipbuilders Council, Board of Directors luncheon. Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, will be main speaker.

Dec. 28-30 — Toronto, Canada — American Economic Association. For information, Rendigs Sels, 1313 21st Ave., Nashville. Phone: 615-332-2595.

Jan. 7-10 — New York — 62nd annual convention of the National Retail Merchants Association. For information, Convention Coordinator, the Association, 100 West 31st St., New York, N.Y., 10001. Phone: 212-244-8780.

Note For Federal Contractors

Executive Order 11598, which became effective Sept. 24, 1971, requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this Executive Order is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the order's specifications.

Full details of the Executive Order can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

SCIENCE & TECHNOLOGY REPORT

- **Color research aim is safety at a glance**
- **U.S.-French scientific effort may provide ore, oil data**
- **Thermal detector seen trouble shooter for business**
- **Teams mobilize to detect winter storms**
- **Patents of special interest**

Color Research Aim Is Safety At A Glance

In this age of high-speed travel, rapid communication of safety signals is vital.

Color, most traffic controllers agree, is the fastest messenger, followed by pictures, shapes, symbols and words.

These modes of safety communication can be combined when necessary, but simplicity, clarity, and speed demand that the number of elements used be held to a minimum.

But there is much more to it than red and green stop and go signals. With increasing uniformity in the United States and abroad, color-coded signs follow this system: red — stop or prohibition; green—indicated movements permitted; blue — motorist services guidance; yellow — general warning; black and white—regulation; orange—construction and maintenance warning; brown—public recreation and scenic guidance.

Pictures without words convey at a glance messages about pedestrian or deer crossings, slippery roads, etc. A symbol on a red circle pierced by a diagonal slash line means don't do whatever the picture shows.

A code of sign shapes—octagon (stop), horizontal rectangle (guidance), triangle (yield), etc.—has been adopted so that shape combined with color, graphics and an occasional word or phrase add up to instant recognition by the motorist.

Challenging problems

Everybody takes this kind of communication for granted but there are challenging problems. Scientists and engineers at Commerce's National Bureau of Standards are grappling with them, as they have been for more than 50 years.

Since 1912, when cottonseed oil, butter, and oleomargarine producers asked NBS help on technical problems involving color grading, Bureau expertise has been growing. Many of the color applications in railroad practice, marine navigation, highway traffic control, aeronautics, and industrial safety are due to the Bureau of Standards' research.

In the 1930s, NBS scientists helped translate the characteristics of "the average observer" into scientific terms and, in cooperation with the International Commission on Illumination, developed a coordinate system for expressing color data — a cornerstone of modern photometry and colorimetry. The Bureau contributes to color standards and specifications, color definitions, calibrating instrumentation, and to understanding of problems like "color induction"—the question of how one color surrounding another may change the observer's perception. Psychophysicists — a twentieth-century breed of scientists who double as both psychologists and physicists—are part of the NBS research team and supply needed insights into the behavior of people as their eyes pick up flashes of color in complicated situations.

The generally increased tempo of transportation is only part of the challenge. Safety authorities now must contend with increasing congestion, the growth of shopping centers and other roadside establishments with lights, signs, signals, and movements which confuse those on public roads.

Getting the "word" — or color/shape/symbol/picture—to the person at the wheel is the name of the game. How do you make the quickest, most direct contact with the eye, brain, and limbs of the driver, pilot, pedestrian, or worker?

There are scads of colors to choose from—colors that are distinguishable by the human eye under ideal conditions. When conditions are less than ideal and there is danger to life and property, a few carefully selected standardized colors must serve as instantly recognizable signals.

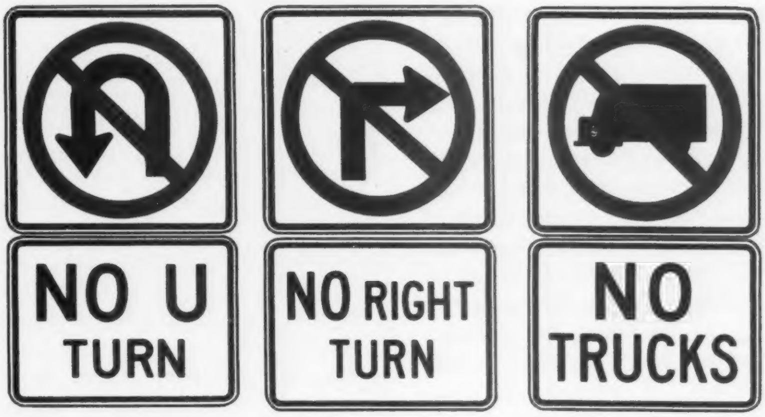
There are probably very few other endeavors in applied science that are as painstaking as the process of selecting and standardizing colors for safety communication. Take signal lights, for example. NBS experts say that getting the right message from these lights depends on a combination of conditions, including:

- the number of colors in the system
- the user's familiarity with the system of colors
- whether or not the signal light must be picked out from among other lights
- how much concentration the user can devote to recognizing the colors
- the normality of the user's color vision
- the brightness of the background
- the user's line of sight
- the brightness at the user's eye.

EMERGENCY VEHICLE STUDIES—*William Rinkinen, technician in the Sensory Environment Section of Commerce's National Bureau of Standards, has turned out a fleet of lilliputian emergency vehicles adapted from toy models. Linked to an electronic control board, the fleet simulates dozens of different modes of warning lights. Studies aim to determine the attention-getting ability of the lights.*

People differ widely in the acuteness of their color vision, but under unfavorable conditions everyone tends to lose the power to distinguish colors. It is difficult to determine at exactly what point this breakdown of color perception occurs, but it marks the threshold beyond which a traffic control system ceases to be effective. Purple

A RED CIRCLE WITH A DIAGONAL SLASH INDICATES PROHIBITED MOVEMENT



GETTING THE "WORD"—*Increased traffic congestion along with lights, signs, and signals confuse the traveler so that getting the "word" by color, shape, symbol or picture to the person is the name of the game. Problem is to make the quickest, most direct contact with the eye, brain, and limbs of the driver, pilot, pedestrian or worker through signs such as these.*

and blue are not used for signal lights that must be recognized at a distance; red is more easily recognized; green needs extra intensity for quick recognition; yellow, which completes some three-color systems, requires even more intensity to be interpreted correctly.

Long before systematic research on such problems began, marine and railroad experience was establishing a pattern of color-coded safety practice that evolved through trial and error. Early nineteenth-century France used white for safety, red for danger, and green for caution on its railroads. Through an agreement reached at the 1841 meeting of railroad signalmen in Birmingham, England, this system spread to other countries.

In time, authorities became aware of differences in visibility of white, red, and green lights of the same intensity, particularly at night. The British eventually switched from the 1841 standard to use green for the safety signal with no caution signal because, they said, a signal with a broken glass appeared white, converting a danger or caution signal into an all-safe signal. The same grave reversal of meanings took place if an engineer mistook an ordinary white light for a signal.

The present red-yellow-green system for railroads was first used in the United States in 1899, on the New York, New Haven, and Hartford.

At the turn of the century, laboratories at Yale University, the Corning Glass Works and other places began to study color signalling. Within a few years, field tests sponsored by the Association of American Railroads began.

During this period the National Bureau of Standards began to work on color programs ranging from those of glass (as in signal lamps, headlights, and protective eyeglasses) to petroleum oil, turpentine, resin, paper and textiles, to flour, sugar, eggshells and egg yolks, butter, oleomargarine, and water, to chemical solutions, dyes, paints, cements, tobacco, porcelain, enamels, blood, skin, and other biological substances.

Today there are a variety of signal light systems for coping with specific conditions. These systems use up to six colors. The general rule is: *Use as few colors as possible and design the system to serve as many people as possible.*

Color blindness

NBS color expertise has helped refine the application of this principle to enable millions to drive cars safely in spite of color-defective vision. These individuals—the approximately 1 in 12 males and 1 in 200 females who have difficulty distinguishing red from green in certain contexts — are not really "color-blind," for complete blindness to color is extremely rare in humans. Traffic authorities, using NBS color standardization, choose the red for the signal light with just enough yellow, and the green with just enough blue so that those drivers who have inherited defective color-discrimination genes will at least see a yellow-blue difference in order to function in traffic. A further aid to such drivers is the positioning of red always at the top in vertical arrays and on the left in the horizontal arrays of lights, with green at the bottom or right — a highly desirable system which is not universally practiced.

Designing good safety systems requires attention to other factors besides color. The fixture in which a signal light is housed must be carefully designed for particular situations. Some signalling — in railroad yards, on airport runways, at river crossings, docks, etc.—is for close-in use after major decisions have been made. Less intense lights (typically lunar white, blue, purple) are used enabling a pilot in midlanding, for example, to make out the edge of his taxiway.

Special attention has to be given to the glass or plastic in each colored light because of the differing transmittance qualities of different materials. Purple (a mixture of red and blue light) presents a special problem because of the eye's tendency to see a reddish signal surrounded by a blue halo—or, for some individuals, the reverse. Thus purple signalware must be specially designed to avoid being wrongly perceived as red or blue, and its role is limited to that of a short-range, low-hazard signal.

The background is also important. Every day there is a revolutionary change from daylight to darkness and back again. A light of high intensity for night-time viewing will look very pale to the light-adapted eye at noon. A bright, sunny sky as backdrop for a traffic light can cause a motorist to miss the signal.

New concern

Emergency vehicle warning lights are an important new concern of the Bureau's experts, working in cooperation with the Law Enforcement Assistance Administration and its National Institute of Law Enforcement and Criminal Justice. The NILECJ project is concerned with human responses to flashing and steady lights, colored and clear, of varying intensities and flash duration, and is aided by demonstrations using model police vehicles, including a toy helicopter. An NBS staffer who has gifted hands as well as technical knowledge has turned out a whole fleet of lilliputian emergency vehicles, adapted from 11-inch toy models of police cruisers. Linked to an electronic control board, the fleet simulates dozens of different modes of warning lights, such as those of Maryland, Pennsylvania, California, and the Uniform Vehicle Code proposed by the National Committee on Uniform Traffic Laws and Ordinances. The emergency vehicle studies are aimed at determining the relative attention-getting ability of different emergency warning-light systems, with evaluation of the responses of the crewmen inside and the people outside.

—*National Bureau of Standards*

U.S.-French Undersea Scientific Effort May Provide Ore, Oil Data

Two hundred miles south of the Azores, deep diving research submersibles from France and the U.S. will plumb the Mid-Atlantic Ridge for the first time in a recently-announced three-year international scientific program.

First-hand study of the ridge is expected to furnish direct knowledge of how the earth's continents and oceans were formed, information that bears directly on the formation of metallic ore deposits and oil accumulation.

The Mid-Atlantic Ridge is a giant undersea mountain range that extends from the Arctic Ocean the entire length of the North and South Atlantic, and continues around Africa into the Indian Ocean. It is at an average depth of 7,200 feet, with a maximum depth of about 12,000 feet.

Until now, man's knowledge of the ocean floor has been obtained from indirect measurement from surface ships and deep-sea coring and dredging. By using submersibles, scientists will obtain samples direct from the rift valley in the center of the Atlantic ridge, much as the astronauts went to the moon to obtain samples of its surface.

The submersibles will also emplace instruments on the ocean floor to provide a continuous supply of precise data on the dynamics of seafloor spreading and the emergence of new crustal material.

Bilateral agreement

This program is one of several scientific programs being undertaken as a result of a bilateral agreement between France and this country. U.S. coordination in the field of oceanography is the responsibility of Commerce's National Oceanic and Atmospheric Administration. Scientific coordination is being handled by the Woods Hole Oceanographic Institution in Massachusetts, with financial support from the National Science Foundation, the Office of Naval Research, and NOAA.

The scientific program follows a plan recommended by an international group of scientists convened by the National Academy of Sciences at Princeton University in January under the sponsorship of the U.S. Office of the International Decade of Ocean Exploration. Focus of the study is exploration of the mid-ocean rift system, which comprises a network of cracks in the seafloor up to 10 miles wide and two miles deep, virtually girdling the globe. A major objective of the research is to obtain evidence of volcanic-like activity apparently causing seafloor spreading and the gradual drifting of the North American and European continents away from each other.

Site surveys

Following two years of site surveys and training, a fleet will assemble at the site selected, in the summer of 1974. The French bathyscape *Archimede* and French submersible *SP-3000*, the U.S. submersible *Alvin*, and four surface ships will carry out the most extensive deep ocean manned submersible study ever undertaken. Some 40 dives will be made at that time, with special missions for each submersible. The crew inside the submersibles will map the area in detail, collect special bottom samples, and place sophisticated instruments on the seafloor.

In addition to France, other nations taking part include Great Britain and Canada. Several U.S. institutions in addition to Woods Hole, such as Scripps Institution of Oceanography, University of Rhode Island, Naval Research Laboratory, NOAA's Atlantic Oceanographic and Meteorological Laboratories, and others will participate.

—*NOAA*

Heat Detector Seen Trouble Spotter For Business Firms

A father-and-son team has produced a device that promises great advantages for industry and business as a trouble-spotter, such as the detection of burglaries and fires, and that will be a useful mechanical eye in numerous situations, even to the extent of signaling temperature changes in hospital patients.

The device is a scanning thermal detector which is sensitive enough to detect a person entering a room more than 50 feet away, or to note minute changes in the temperature of a piece of equipment. It has been developed by Joshua Stern, physicist of Commerce's National Bureau of Standards, working with his son, Dr. Michael D. Stern, who studied physics at Princeton and who now is serving out his internship as a physician at the Children's Hospital Center in Boston.

The scanner was built for the National Aeronautics and Space Administration (NASA) to illustrate the usefulness of polymer film sensors in real-life situations. It is based upon an inexpensive plastic infrared detector announced by the Bureau of Standards last year. NASA sponsored the project.

Plane mirror

In the prototype, a plane mirror is rotated at 10 revolutions per minute to scan a room in which it is placed. The mirror, centered on a revolving shaft, is tilted 45 degrees from its rotational axis. Radiation is reflected from the rotating mirror to a concave mirror having a two-inch focal length, and from this mirror to a polymer film sensor one-fourth inch in diameter. The output from the detector for 128 uniformly-spaced steps on the 360-degree scan is stored in a digital memory. The memory is filled in six seconds, and once it is filled the circuitry will set off a whistling sound if a temperature change occurs at any of the 128 points of the scan in excess of a previously selected temperature level.

The electronics of the model are set to record anew the thermal conditions of the field of view after a set of 64 scans, which take place over a period of about six minutes. Thus the thermal record of the previous set of scans is completed, and a new thermal record is made each six minutes, although the reset period could be easily modified to suit specific applications. A temperature change which occurs over a time longer than the reset period would not set off an alarm, even though it would do so if it occurred within the reset period. In this way, the response of the detector to slowly changing temperatures, such as result from heating and cooling cycles, and variations during the day, is limited so that it will not set off false alarms.

One unique feature of the scanner is that it permits temperature comparisons between what is recorded in one set of scans and another. Thus, an alternative to an alarm would be to watch for deviations from previous recordings. The sensor's output can be displayed on an oscilloscope. Distinct objects that differ in temperature from neighboring regions then would show up a deviation from the thermal base.

The scanner could be set to go off if a person entered or left a room or changed his location in the room. This would be due to the difference between the thermal base and the body temperature of a person. As a result, the device could signal the entrance of a person at night in a warehouse, bank, or other place of business, or an unwatched person, such as a prisoner, moving from a spot where he was supposed to remain. A boiler in a plant that was heating excessively, or rising heat indicating that equipment was out of order in a plant or laboratory, likewise could be spotted. The same principle would apply to a hospital patient with a rising fever.

The device can be designed to accomplish one purpose, such as surveillance or spotting fires or equipment trouble. Design changes would be required to make it usable for another purpose. However, it could be developed to perform various purposes that could be selected by the user.

The scanner is attracting considerable attention among business firms. Its potential is considered important for firms having valuable equipment in warehouses.

The senior Stern commented that among the advantages of the polymer film sensor used in the scanner is the fact that it operates at room temperature, that it is "very rugged," cheap to make, and requires no special handling.

He believes that eventually the device, or a variation of it could be made cheap enough for home use.

—National Bureau of Standards

Teams Mobilize To Detect Winter Storms, Save Lives

Prepared for the onslaught of another winter of storms, the National Weather Service of Commerce's National Oceanic and Atmospheric Administration has mobilized teams to detect the storms and get warnings out fast to areas concerned in efforts to save lives.

Ships, planes, satellites, and an ocean buoy provided by several Federal agencies monitor storms moving in from the Atlantic. In the sparsely populated plains and mountains of the west, a network of volunteer spotters recruited by the Weather Service reports on budding blizzards.

Winter storms take a steady toll of human life. NOAA figures show that, of several thousand people killed by winter storms over a 30-year period, about a third died in storm-related accidents. *—NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Aircraft rotor blade mechanism. A STOL aircraft having a fixed wing and a rotor blade mechanism with a rotor support mounted on the aircraft fuselage for pivotal movement about a laterally extending axis, a pair of laterally spaced upwardly extending and laterally outwardly inclined rotor drive shafts mounted on the pivotal rotor support and single bladed rotors mounted on the drive shafts for rotation in opposite angular directions in noninterfering synchronism. The rotor drive shafts comprise telescoping shaft portions for shifting the rotors between and extended operating position overhead the aircraft fuselage and a retracted stowed position received within longitudinally extending pockets in the fuselage. Patent No. 3,693,910 issued to Angelo J. Aldi, 190 Brook Lane, Cheshire, Conn.

Oil skimmer. A float supported unit for removing oil films, debris or other floating liquid and/or solid impurities from the surface of a body of water including an impurity-water conveyor, a perforated, separator-conveyor for separating solid impurity components from the conveyed impurities and water, and a holding tank for gravity separating water from the liquid impurity components. The impurity-water conveyor is pivotally supported at its upper-outlet end adjacent a fore-aft mid-point of the float support and has its lower-intake end independently float-supported to rise and fall in conformity with the surface of the water adjacent the fore end of the float support. The impurity-water conveyor includes a number of relatively flexible paddle elements, which cooperate to elevate separate charges of impurities-water upwardly along a channel guide; each charge being formed and subsequently conveyed and separated with a minimum of emulsion-inducing agitation, to promote relatively rapid separation of the liquid impurity components from the water in the holding tank. Patent No. 3,700,108 issued to Frank A. Richards, 11 Martha Dr., Bowmansville, N.Y.

Automatic searching system. An automatic searching system, for use with microfilm strips, hybridizes magnetic and optical searching techniques. Magnetically recorded descriptor data is not positioned relative to respective frames; and instead, magnetic frame address data is associated with descriptor data. A counter, under optical control, keeps track of frames which pass a reference viewer location; and a code and counter combination serves as an efficient frame count keeper. Patent No. 3,700,320 issued to Waldo L. Brewer and Joseph F. Kaukaitis, Rochester, N.Y., and assigned to Eastman Kodak Co., Rochester, N.Y.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402. A microfilm Patent Subscription Service is available from the National Technical Information Service, Springfield, Va., 22151.

Science Calendar

Nov. 29-Dec. 1—Washington, D.C.—Statler Hilton Hotel. Joint Conference, American Society for Quality Control and TAPPI.

Dec. 1-2—San Luis Obispo, Calif.—California Polytechnic State University. Second annual CAL Poly Measurement Science Conference.

Dec. 15-16 — Milwaukee, Wis. — Plankinton House. Management of Quality Costs. Sponsored by American Society for Quality Control.

Jan. 15-19, 1973—Chicago, Ill.—Pheasant Run Lodge. Managing for Quality. Sponsored by American Society for Quality Control.

Jan. 23-25, 1973—Philadelphia, Pa.—Bellevue-Stratford Hotel. 1973 Annual Reliability and Maintainability Symposium. Sponsored by American Society for Quality Control, ASME, AIIE, SAE, and others.

March 14-16, 1973—Chicago, Ill.—Conrad Hilton Hotel. Industrial Water & Pollution Conference and Exposition. Sponsored by Water and Wastewater Equipment Manufacturers Assn.

March 19-21, 1973—Gaithersburg, Md.—National Bureau of Standards. National Roofing Technology Conference.

March 23-25, 1973—Hill City, Kan.—Mid-America New Ideas Fair, Graham County Fair Grounds. Information: Hill City Chamber of Commerce, Hill City, Kan.

April 4-7, 1973—San Mateo, Calif.—Northern California Industrial Exposition, Hall of Inventions. Information: Northern California Industrial Exposition, Freeman and Associates, 77 Jack London Square, Oakland, Calif.

April 9-10, 1973 — Gaithersburg, Md.—National Bureau of Standards. Federal Information Resources Conference.

June 8-10, 1973—Redwood Falls, Minn.—Minnesota Inventors Congress. Information: Minnesota Inventors Congress, P.O. Box 71, Redwood Falls, Minn., 56283.

INTERNATIONAL COMMERCE REPORT

- **Summary of U.S. trade through third quarter 1972**
- **Report on National Foreign Trade Convention**
- **Economic trends in Italy, Korea, East Africa**
- **Licensing Opportunities: 20 from Netherlands**
- **Trade Opportunities: UNDP projects**

U.S. Aiming High At 1973 Paris Air Show

The U.S. Exhibition being planned by the Department of Commerce for the 1973 Paris Air Show will mark the 70th year of the Wright Brothers' pioneer Kitty Hawk flight, and the launching of the Skylab space exploration effort. Skylab is due to be in orbit on the May 24-June 3 dates of the show.

Inaugurated in 1909, the biennial Paris Air Show has had American representation from the beginning, and has grown into a top trade event for the aerospace industry, attracting buyers from around the world to the showgrounds at Le Bourget Airport.

A total of 78 U.S. exhibitors took part in the Commerce Department's exhibition at the 1971 Air Show and reported sales of $56.6 million in 12 months as a result.

The 1973 U.S. exhibition, announced by Secretary of Commerce Peter G. Peterson, will be part of the Commerce program to help American industry develop overseas markets. As in the past, Commerce will assist participating aerospace companies in marketing their products, and will conduct a six-month, 15-nation pre-show market promotion campaign.

The exhibition itself will have:

► A technical area, open only to buyers and business visitors, with 72 booths displaying U.S. aerospace products that have the best sales potential in the European market.

► A national area open to all visitors, with displays depicting the achievements of U.S. aerospace manufacturers and their suppliers.

► A thematic area, also open to the general public, highlighting U.S. progress in aviation and space technology and illustrating the exhibition theme, "Man in Flight: From Kitty Hawk to the Planets."

Joining the Commerce Department for the exhibition will be the Federal Aviation Administration, the National Aeronautics and Space Administration, the Smithsonian Institution and the Atomic Energy Commission.

Additional information about the exhibition may be obtained from the Bureau of International Commerce (BIC-948), U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-967-2762.

U.S. Trade Deficit Deepens, But Reversal Seen Beginning

The U.S. trade position deteriorated sharply in January-September of this year. Recent data indicate a reversal of this adverse trend, however, and a further gradual improvement in the U.S. trade balance is likely in the remainder of this year and 1973.

Exports, excluding military grant-aid, were running at a seasonally adjusted annual rate of $47.8 billion in the first nine months, a gain of 10 percent over 1971. Imports climbed 19 percent to a rate of $54.3 billion. Last year, exports advanced only 2 percent and there was a 14 percent rise in purchases of foreign products.

Deficit widens

The much faster rise in imports than exports resulted in a substantial widening of the merchandise trade deficit. Imports exceeded exports by $6.5 billion at a yearly rate, compared to a $2 billion imbalance in 1971. Roughly half of this deterioration (measured in current dollars) may be attributed to a rapid increase in import prices at a time when export prices recorded only a moderate advance.

The expansion of exports so far this year has reflected a quickening of economic activity abroad, especially in Canada. The pickup in demand has been slow to materialize in some countries, however, and shipments were held down by sluggish business conditions in a number of major markets earlier in the year. Recent expansion in exports extended to most key markets.

The large import increase resulted from the strong economic advance in this country, as well as the rapid rise in prices of foreign products. In real terms, however, the recent trend of imports has been somewhat subdued considering the vigorous economic expansion here.

Although the rate of advance in imports this year was nearly double that of exports, there has been some improvement in this adverse relationship in recent months. Following a sharp rise in the first three months of this year, representing a recovery from strike-depressed fourth quarter levels, exports dipped somewhat in April-June but rose strongly in the third quarter. Imports followed a similar quarterly pattern, but the increase in July-September over the preceding three months was only half as rapid as the export gain. As a result, the merchandise trade deficit contracted in the third quarter following four successive quarterly increases.

The major impact of the December 1971 currency realignment on this year's trade has been to raise import prices and thus the value of this country's foreign purchases. This perverse price effect normally precedes a cutback in the quantities imported when higher foreign prices restrain demand. In the first nine months of this year, import prices, as measured by the unit value index, showed a nearly 7 percent increase from the corresponding 1971 period. Much of this advance can be attributed to the realignment. Export prices rose by only 2½ percent.

Machines lead nonfarm sales

In the first nine months of 1972, exports of nonagricultural products reached $38.9 billion, at a seasonally adjusted annual rate, 9 percent greater than the 1971 total. The gain in these shipments accounted for almost three fourths of the overall export advance from last year. Comparison of the actual nine months total with that of the same period last year shows nonfarm exports increasing only 6 percent. The difference in growth rates is due to the unusually strong export movements in September 1971 in anticipation of the East and Gulf coast dock strikes.

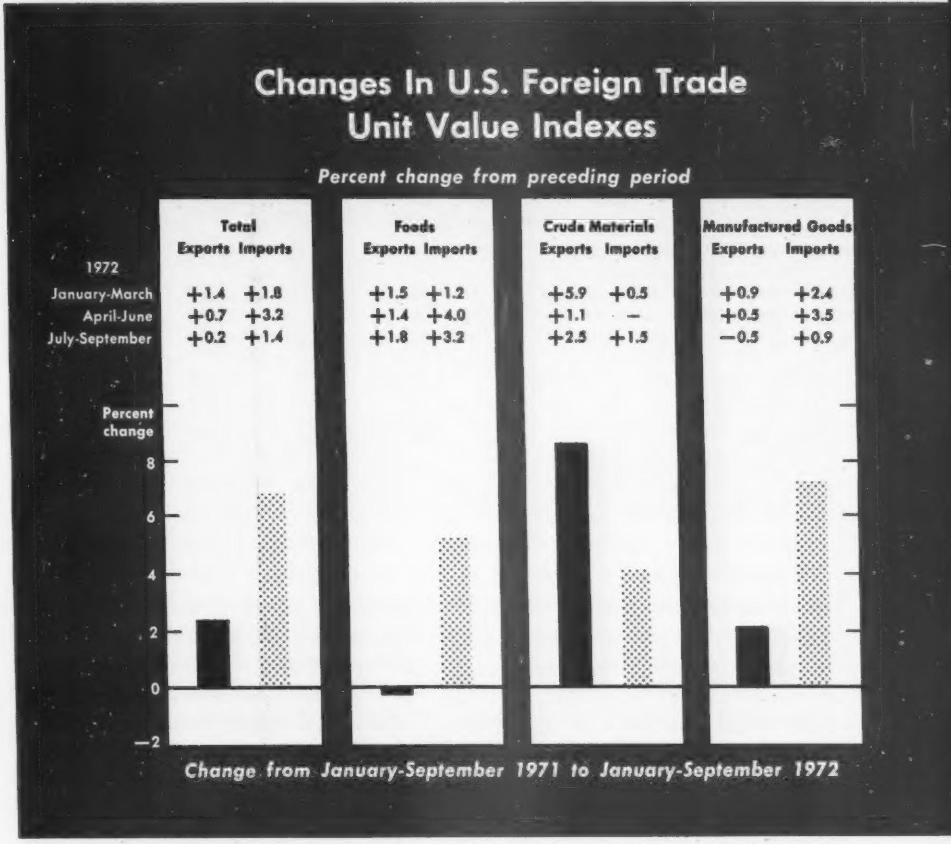
After climbing steeply in the first three months as heavy strike-makeup shipments swelled the total, sales of nonagricultural products dropped somewhat in April-June, but recorded a solid expansion in the third quarter. Much of this year's increase in nonagricultural exports reflected greater shipments to Canada where a lively economic expansion has been under way for some time. The gain from the second to the third quarter was fairly widespread, however, indicating that the gathering momentum of business activity in other key markets, especially in Western Europe and Japan, is increasingly stimulating our exports.

Machinery sales have sparked the nonfarm export advance so far this year. The 11 percent expansion in these shipments from January-September 1971 levels, to $10 billion, contrasted sharply with the marginal 1 percent growth rate recorded last year. Exports of agricultural machinery, tractors, and parts advanced rapidly following declines in the previous two years. Over half of the increases in deliveries went to Canada where a more favorable agricultural export position spurred larger outlays for equipment and greater production at U.S.-owned subsidiary plants. Sales of power generating machinery also rose strongly in response to expanding foreign electrical power requirements.

Increased worldwide petroleum exploration activity boosted exports of drilling and oil-field equipment, especially to Canada, Western Europe, and the Near East. Exports of construction and excavating machinery recovered from last year's decline with a one-tenth rise, mainly to Canada, Brazil, Venezuela, and Mexico. Sales of computers and parts remained sluggish to Western Europe and Japan, but rising deliveries of components and peripheral equipment to Canada kept these exports on a slight uptrend. Exports of electrical machinery advanced 17 percent over January-September 1971 levels. Much of this rise can be attributed to parts and components shipped to foreign plants for assembly into finished radio and television sets and other communications equipment.

Transport equipment level

Exports of transport equipment, which last year accounted for most of the rise in nonagricultural exports, showed no change from January-September 1971 levels. Deliveries of automotive products to Canada rose substantially but this gain was offset by a sharp reduction in aircraft sales. Most of the increase in automotive exports was in parts shipments to U.S. subsidiary plants in Canada which continue to expand production in response to strong U.S. and Canadian auto demand.



Changes In U.S. Foreign Trade Unit Value Indexes

Percent change from preceding period

1972	Total Exports	Total Imports	Foods Exports	Foods Imports	Crude Materials Exports	Crude Materials Imports	Manufactured Goods Exports	Manufactured Goods Imports
January-March	+1.4	+1.8	+1.5	+1.2	+5.9	+0.5	+0.9	+2.4
April-June	+0.7	+3.2	+1.4	+4.0	+1.1	–	+0.5	+3.5
July-September	+0.2	+1.4	+1.8	+3.2	+2.5	+1.5	−0.5	+0.9

Change from January-September 1971 to January-September 1972

The drop in aircraft sales mainly reflected a reduction of one fifth in deliveries of passenger transports as many foreign airlines neared completion of their current fleet expansion programs. Exports of jumbo jets fell to 24 in January-September from 30 in the same period last year, while sales of the smaller jetliners dropped from 88 to 62. Shipments of military aircraft also declined sharply, after a large rise in 1971.

Exports of other nonagricultural products presented a mixed picture. In general, sales of consumer goods and highly technical equipment showed good increases, but shipments of many industrial materials continued sluggish. Exports of photocopying equipment and camera film paced the sharp advance in shipments of photographic apparatus and supplies. Exports of video tape recording equipment, recorder parts, and tape also rose. A steep climb in sales of sporting equipment consisted mainly of bowling alley apparatus to Japan. Greater shipments to the American Republics and Western Europe lifted clothing exports substantially.

Among industrial materials, exports of lumber and logs rose sharply, boosted by stepped up construction activity in Japan. In response to firmer demand abroad, steel exports advanced by one tenth in quantity, but only 4 percent in value because of a shift in product composition. Deliveries of steel rose to most areas, though AID-financed shipments to India and Pakistan fell steeply. Foreign deliveries of steel scrap declined in value, particularly to the United Kingdom and Japan, but the volume shipped held even with last year's level. Coal shipments fell in quantity, mainly due to continued sluggish demand from Japan; higher prices minimized the value decline.

Exports of chemicals as a group showed a decline of 3 percent from the comparable nine-month period last year. Some of this fall-off represented a drop from extremely high levels in the third quarter of 1971 when deliveries accelerated in anticipation of the dock strike. January-March 1972 shipments rose sharply in the aftermath of the strike, but sales have subsequently been quite sluggish. Large gains were recorded in deliveries of manufactured fertilizers, especially to Brazil, and pharmaceuticals to Western Europe. These advances were largely offset by reduced outflows of nuclear fuel, inorganic compounds, and plastic materials.

Farm sales buoyant

Shipments of agricultural products climbed 15 percent from last year's total to a seasonally adjusted annual rate of $9 billion. After soaring in the first three months of this year as strike-makeup shipments swelled the

Export Gain Led By Machinery And Agricultural Products

Millions of dollars, seasonally adjusted

	1972			Jan.-Sept. 1972	
	Jan.-Mar.	Apr.-June	July-Sept.	Value	Change from Jan.-Sept. 1971
Total exports	11,917	11,578	12,378	35,873	+1,993
Nonagricultural products	9,675	9,454	10,030	29,159	+1,417
Machinery	3,271	3,098	3,351	9,720	+ 931
Motor vehicles, parts	1,129	1,164	1,246	3,539	+ 282
Chemicals	1,052	918	1,032	3,002	− 82
Civilian aircraft	471	448	338	1,257	− 168
Agricultural products	2,242	2,125	2,348	6,715	+ 577
Soybeans	371	367	356	1,094	− 49
Corn	234	309	367	910	+ 347
Wheat *	224	293	337	854	+ 45

* Not seasonally adjusted.

total, deliveries dropped in April-June, then surged to a record high in the third quarter. Grain shipments to the Soviet Union, totaling $241 million so far this year, highlighted the strong export performance. Sales to Russia accounted for almost half of the $350 million increase in corn deliveries. Italy and Spain also received heavy shipments, reflecting reduced competitive supplies from Argentina, normally the major supplier to these nations. Exports of rice recovered from last year's drop with a two-fifth increase largely to Korea, South Vietnam, and Bangladesh. Deliveries of 30 million bushels of wheat to the USSR in the third quarter boosted U.S. exports of this commodity 6 percent above a year ago in value. The outflow to Mexico and Pakistan also rose sharply, while deliveries to Brazil recorded a large drop.

Consumer goods increase

Foreign consumer goods accounted for close to half of the U.S. import advance in January-September over the same months of 1971. Strong U.S. demand, as indicated by the accelerated pace of personal consumption expenditures, and higher prices, stemming in part from the revaluation of foreign currencies, combined to push the value of consumer goods imports to $14.5 billion, 24 percent above last year. Although the year-to-year increase was large, imports leveled off after the first quarter, suggesting that the demand-dampening effects of exchange rate changes are beginning to be felt. The ratio of consumer goods imports (excluding autos from Canada) to U.S. personal outlays on goods increased to 6.2 percent in January-September from 5.3 percent in 1971.

Reflecting continued strength in U.S. auto demand, especially for compact and subcompact models which dominate in Canadian production, entries of passenger cars from north of the border advanced by 8 percent. An even faster rise was recorded in entries of auto parts from Canada. After a two-fifths increase last year, imports of foreign automobiles expanded much less rapidly. Moreover, the one-tenth increase was entirely due to higher prices and greater entries of more expensive models since the quantity received dropped. The availability of domestically produced subcompact models at particularly attractive prices — especially in view of the substantial price rises for foreign cars since the currency revaluation — probably accounted for much of the decline in the car import volume. Foreign cars were able, nevertheless, to maintain their 15 percent share of the U.S. market recorded last year—in terms of retail sales —because ample inventories were built up in 1971.

Leading the advance in entries of nonautomotive products, receipts of consumer electronic products expanded by 45 percent to $1.6 billion. Purchases of sound recorders, primarily tape machines from Japan, paced this strong rise. Taiwan accounted for most of this year's surge in purchases of television sets, reflecting buoyant demand here and the continued shift of production to foreign subsidiaries utilizing parts and subassemblies shipped from the United States. Imports of color sets from Japan leveled off in quantity in response to higher prices stemming from the yen revaluation, but that country still remained the United States' largest supplier of television receivers. Receipts of transistor radios also expanded in January-September after only a marginal rise last year. Japan and the developing countries of Southeast Asia supplied all of the increase. Imports of clothing, especially from Hong Kong, Taiwan, and Korea, and footwear were substantially above last year's levels.

Output gains spur materials

Buoyed by sharp gains in U.S. industrial production and exceptional demand for lumber and petroleum, arrivals of industrial supplies climbed 15 percent to $14.7 billion in January-September, accounting for almost one third of the overall import rise. Beginning with a steep rise in the dock strike-influenced first quarter, entries rose again in the second quarter, and accelerated in the third.

Imports of crude petroleum advanced by over a half billion dollars, as U.S. requirements continued to expand while production here fell. As a result of the growing gap between domestic supply and demand, import quotas for the second half of the year were increased substantially. Almost all major oil suppliers shared in the import rise; advances from Canada, Nigeria, and Saudi Arabia were most significant.

Lumber imports, mostly softwood from Canada, rose sharply due to continued buoyancy in the construction industry. Receipts of newsprint, also mainly from Canada, advanced by 8 percent in response to a recovery in U.S. consumption. Higher prices for both lumber and newsprint added significantly to these import increases. Purchases of chemicals rose on the strength of greater entries of organic chemical intermediates, plastics, and manufactured fertilizers.

Receipts of steel declined somewhat from the high levels in the comparable period of last year when inventories were expanded in anticipation of a threatened industry strike. The trend in these imports has been upward since late last year, however. Entries climbed at a relatively moderate pace in the first two quarters but, due mainly to heavy arrivals of steel plates, rose sharply in July-September.

Imports of capital goods, after rising 10 percent in 1971, surged 31 percent to $4.9 billion in the first nine months. Substantial increases, were recorded in January-March and again in the second quarter, but the rise in July-September was marginal.

Capital equipment imports (excluding trucks) accounted for 9.4 percent of producers' expenditures on durable equipment in January-September 1972 compared to 8 percent for all of last year.

Stimulated in part by the acceleration in U.S. plant and equipment expenditures starting late in 1971, machinery entries climbed $800 million above last year's January-September level. Office machines advanced sharply as arrivals of computer related equipment from recently opened U.S.-owned facilities in Canada surged upward.

Consumer Goods Account For Nearly Half Of Increase In Imports

Millions of dollars, seasonally adjusted

	1972			Jan.-Sept. 1972	
	Jan.-Mar.	Apr.-June	July-Sept.	Value	Change from Jan.-Sept. 1971
Total imports	13,418	13,421	13,896	40,735	+6,230
Consumer goods	4,861	4,772	4,841	14,474	+2,825
Industrial supplies	4,733	4,846	5,128	14,707	+1,941
Capital goods	1,560	1,668	1,679	4,907	+1,170
Foods and beverages	1,825	1,722	1,815	5,362	+ 249

Receipts of textile machinery were much above the 1971 level. Demand for knitting equipment, especially from West Germany, remained strong. Agricultural machinery and tractors, electronic components, and power machinery and switchgear also recorded significant advances. Trucks from Canada expanded by almost 15 percent, while receipts of small-sized models from Japan rose even more rapidly. Entries of aircraft engines from the United Kingdom, to be used by a U.S. manufacturer in a new wide-bodied jet, increased sharply.

Fish boost food imports

Imports of foods and beverages reached $5.4 billion, 5 percent above last year's level. These imports represented 5 percent of total U.S. food expenditures so far this year, compared to 4.7 percent in both 1970 and 1971.

Higher prices stemming from limited world supplies and strong consumer demand led to a 35 percent rise in fish imports and accounted for a major part of the increase in food deliveries. Meat arrivals, predominantly from Australia, also advanced significantly as import quotas were liberalized in March and then suspended in late June in order to increase U.S. supplies. Imports of coffee, on the other hand, fell 12 percent from January-September 1971 when large inventories had been built up in anticipation of the dock strike at U.S. ports.

This analysis of U.S. foreign trade for the first nine months of this year is part of a series presented quarterly in* Commerce Today *by the Commerce Department's International Trade Analysis Staff.

Canada paces area gains

Trade with Canada expanded sharply this year, reflecting strong economic growth on both sides of the border. Exports to Western Europe were retarded by a decline in shipments to the European Economic Community and showed no change from January-September 1971 levels. Imports from Europe, on the other hand, were buoyant. Trade with Japan rose steeply, particularly imports, which were boosted by greater purchases of consumer goods, many at higher prices. Exports to Oceania fell, reflecting lower machinery and civilian aircraft shipments to Australia, but greater purchases of Australian beef boosted imports from that area.

Trends in the exchange of goods with the developing areas were mixed. Trade with the American Republics grew in both directions. Exports to the Near East and East and South Asia were unchanged, while shipments to Africa fell substantially. Imports from all three areas, on the other hand, were sharply higher. Petroleum from the Near East and Africa and consumer goods from Asia added most to the advance.

OPENING IN IRAN—*At the U.S. food processing and packaging seminar in Tehran last month, Senator Taher Ziai (right) welcomes participants and audience of Iranian Government and business officials. A question and answer period following the technical presentation was conducted in both English and Farsi.*

Joint U.S. Seminar, Catalog Show Series In Four Nations Draws Traders

Almost a thousand trade visitors attended a series of U.S. seminars and catalog shows in Iran, Turkey, Greece, and Portugal last month, and, for most of these visitors, it was their first exposure to U.S. food-processing equipment and technology. They liked what they saw and heard.

Four U.S. industry experts, representing the Food Processing Machinery & Supply Association and the Dairy & Food Industries Supply Association, during a three-week period conducted seminars and displayed some 120 U.S. firms' catalogs in Tehran, Ankara, Athens, and Oporto. Visitors and seminar participants in each country included top Government and business leaders. These officials expressed a lively interest in sanitation and packaging techniques used by U.S. industry, and in details on standards and food-processing requirements. The trade associations' representatives received more than 2,000 inquiries and requests for further contacts, and the U.S. Foreign Service posts in the countries visited report that inquiries are continuing.

European competitors

Currently, for the most part, U.S. food-processing equipment firms have no representation in the countries visited, and European producers are the chief suppliers. "Through this export promotion effort," said the Commerce Department's James D. Boney, who served as the team's director, "we were able to identify firms, previously unknown, that are active in the food processing business in each of the four countries."

The group gathered data on such firms' investment plans, and developed a feel for each of the Government's priorities and approaches to food industry regulations and practices. "Several million dollars' worth of upcoming food-process-related projects were identified. Details on these projects, and on individual inquiries, are being transmitted to U.S. manufacturers," Boney explained. "After such a response, we hope to try this joint Government and trade association approach—a combination of seminar and catalog exhibition — in other markets."

Big attendance in Turkey

Of the four displays, the one in Ankara drew the largest attendance, Boney reported. Turkey, a recent recipient of a World Bank loan to develop the food-processing industry, offers immediate prospects. In Portugal, food processing is growing rapidly—both to supply the export market with products such as tomato paste and canned fish and to satisfy the increasingly sophisticated tastes of domestic consumers. U.S. exports to Iran are increasing, and food equipment is considered among the items offering the best potential. The outlook in Greece, with its tourism explosion, also is favorable; for 1973-74, the Government is planning a substantial investment in new food-processing plant and equipment.

The four industry specialists, two from each of the participating associations, were: Charles H. Bagans, National Pectin Products Co., Chicago; E. T. Beck, Votator Division, Chemetron Corp., Louisville; Vaughn Gregor, ASEECO Corp., Los Angeles; and Mark P. Smith, DuBois Chemicals, Cincinnati.

Oil Equipment Mission To Sell In N. Sea Area

A trade mission to be comprised of U.S. suppliers of off-shore oil drilling, production, and service equipment is being organized to visit the United Kingdom, the Netherlands, and Norway March 15-28.

Discoveries of oil in the North Sea have set off an exploration race that is creating excellent sales potential for manufacturers of such equipment. Current projections are that oil companies involved in the North Sea operations plan to spend more than $5 billion over the next seven or eight years on equipment and services.

By mid-1973, according to estimates, 50 rigs will be operating—each rig costing close to $25 million to build and $25,000 to $50,000 a day to maintain, requiring hundreds of components and accessories in addition to needed services. The North Sea mission will provide an excellent opportunity for U.S. businessmen to meet interested prospects in Aberdeen, Scotland; Stavanger, Norway; and The Hague.

For additional information, write: Charles E. Johnson, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230; or phone, 202-967-2798.

Commerce Issues Data On Multinational Firms

A special survey of the domestic and international operations of 298 U.S. multinational companies—including both the U.S. parents and their 5,200 majority-owned foreign affiliates — has just been released by the Bureau of Economic Analysis of the Commerce Department's Social and Economic Statistics Administration.

Data are given for 1966 and 1970 on the balance sheets, income statements, employment, and wage bill of both U.S. parent companies and their foreign affiliates. In addition, the part of U.S. foreign trade associated with these multinational enterprises is shown, including U.S. exports and imports between the parents and their affiliates, between other U.S. residents and the affiliates, and between the parents and other foreigners.

Copies of the 100-page "Special Survey of U.S. Multinational Companies, 1970" are available through the National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151, at $3 each; accession number, COM 72-11392.

FOR INCREASED TRADE—*Peter M. Flanigan (right), Assistant to the President for International Economic Affairs, spoke at a Nov. 10 meeting of trade associations on NTB trade negotiations. With him are Samuel E. MacArthur (left) and Wright Elliott of the National Association of Manufacturers, which organized the session.*

Trade Association Group Considers New Action On Trade Negotiations

The National Association of Manufacturers and some 25 major trade associations are forming a blue ribbon Inter-Industry Advisory Council for Trade Negotiations.

NAM and the trade associations, working together on a unique inter-industry trade study designed to assist government trade negotiators, moved toward formation of the council at a meeting in Washington. The council would be composed of corporate spokesmen for each respective industry group participating in the inter-association nontariff barrier study. While the council would concern itself with broader policy matters in connection with the 1973 multilateral trade negotiations, it would also act as the implementation arm of the inter-association study project, which has been evolving since June.

The Nov. 10 meeting was attended by corporate executives and government officials as well as the association partners. Lawrence Fox and Theodore Gates represented the Commerce Department and Office of the Special Trade Representative, respectively.

A number of coordinating meetings have been held by the intra-association task force, chaired by Samuel E. MacArthur, Chairman and Chief Executive Officer, Federal-Mogul Corp. With encouragement from Secretary of Commerce Peter G. Peterson, Special Trade Representative William D. Eberle, and Peter M. Flanigan, Director of the White House Council on International Economic Policy, the task force has circulated about 2,000 detailed questionnaires to both large and small U.S. corporations around the country.

The questionnaire, designed for internal corporate task forcing, seeks detailed case studies of nontariff barriers by product line and country. Aggregated data from each cooperating association will later be channelled into a broad industry study on NTB's for submission to the U.S. negotiating team.

FLAG RAISING — *Board Chairman W. S. Kirkpatrick (left) and Harry G. Carpenter, firm president, hoist "E" flag at ceremony at the New Jersey plant.*

MICHIGAN WINNER—*LECO Corp. officials receive the "E" award for exporting. From left are Vincent D. Travaglini, Commerce representative; Dave Anderson, LECO Corp. Export Manager; Francis X. Sheehan, Commerce Department official; and Robert Warren, vice president and general manager of LECO.*

Bank, Aircraft Equipment Firm, Manufacturers Win Export Awards

BIRD ELECTRONIC—*Mrs. H. J. Bird, president, Bird Electronic (left), receives the "E" lapel pin from Mrs. Wanda Lee Ale, Commerce project officer.*

A Buffalo bank, a New Jersey aircraft equipment firm and two midwestern manufacturers of instruments are among the winners of "E" and "E" Star awards for high achievements in exporting.

Marine Midland Bank-Western, first bank in New York state to receive an "E" Star, has been a pioneer in developing and promoting international trade activities in Western New York, and is a charter member of the Buffalo World Trade Association. Its international department encourages local manufacturers to introduce their products in foreign markets.

Gov. William T. Cahill of New Jersey presented an "E" award to W. S. Kirkpatrick & Co., Inc., manufacturers and distributors of aircraft equipment. The Fairfield, N.J. firm's "substantial increase" in export sales during the last three years was based on expansion of its overseas representation into 40 countries, design and manufacture of aircraft accessory equipment and liberalization of credit terms.

LECO Corp. has equipment in the labs of every automaker in the world, according to its export manager. For its "amazing" record in exporting of steel analyzing instruments for overseas customers, the St. Joseph, Mich., firm is flying a new "E" flag.

Bird Electronic Corp., which increased its export sales from almost 12 percent of total sales to approximately 34 percent, was presented an "E" award. The Solon, Ohio, firm is a pioneer in development of advanced instrumentation for the communications industry and manufactures quality instruments for RF power measurement.

E
STAR
AWARD

BUFFALO STAR—*Marine Midland Bank-Western receives its "E" Star from U.S. Rep. Jack F. Kemp (left). Others (from left) are John A. Gommenger, the bank's vice president for international, and John L. Hettrick, president of the bank.*

New Structures For World's Money, Trade System Urged

A new structure for the international monetary system and new agreements for expanding worldwide trade and investment on terms that are realistic, fair and reciprocal must be achieved in the days ahead if the U.S. and world economies are to prosper.

So declared the National Foreign Trade Council—whose membership includes most of the major U.S. companies selling or operating internationally—at its annual meeting this month in New York.

The Council declared that, while the monetary and trade negotiations can proceed separately, a final monetary agreement cannot be made without an accord, at least in principle, on the rules of the trade system.

"Tariff and non-tariff restrictions on trade and other impediments to a free flow of trade and investment," it was stated, "throw an excessive burden on the adjustments process of the financial markets."

Sound dollar needed

The Council also urged an expansion of U.S. exports to improve the national balance of trade position, saying: "This will require a continued effective effort by the United States to strengthen the U.S. economy . . . by controlling inflationary pressures through sound fiscal as well as monetary policies, and by increasing the productivity of our industries and our ability to compete in world markets. The functioning of a new monetary system cannot be assured for long without a sound dollar and without achievement by the United States of relative price stability."

The trade group underlined an appeal for "bold leadership by the United States" to make the 1973 multilateral GATT trade negotiations successful, and urged particularly that a close relationship be developed among the Executive branch, Congress, industry, labor and agriculture to back that leadership.

The Council had praise for the monetary initiatives proposed by the U.S. at the recent International Monetary Fund sessions (see *Commerce Today*, Oct. 16) and for the U.S.-USSR trade agreements (see *Commerce Today*, Oct. 30), and reaffirmed its vigorous support of U.S. multinational companies in their overseas activities.

The Council took these actions after hearing Secretary of Commerce Peter G. Peterson at the keynote session call for recognition of the increasing national importance of a sound trade policy that is geared with other U.S. policies. The Secretary declared:

"For too long we have lived with a system of priorities which assigned highest importance to political and security matters and treated commercial matters as though they were somehow of secondary importance which, given the proper environment, would take care of themselves. The lofty considerations of foreign policy traveled the high road, while mundane commercial matters were consigned to the low road.

"While our preoccupation was with security, this was a reasonable approach. No longer. In a sense, to continue to do so would be like assigning more importance to the protection than to the thing you were trying to protect. I do not say that economic policies and trade policies are more important or less important than political and strategic policies. I say simply that in the current view of national interests, trade and eco-

NATIONAL
FOREIGN TRADE
CONVENTION

MEETING THE PRESS—*Secretary of Commerce Peter G. Peterson answered questions from New York business, financial and transport correspondents after he delivered one of the keynote addresses at the 59th National Foreign Trade Convention.*

CONSULTATIONS ON TRADE—*Department of Commerce foreign trade specialists met with businessmen in private consultations at the convention. From left behind desks are J. Robert Wilson, a Common Market specialist; Morris Allen, Latin America, and Stephen Conger, Africa. Commerce's New York Business Service Field Office also aided convention-goers.*

nomics must become a coherent part of overall policy and a major consideration in its formulation. The high road and the low road have merged.

"Effective trade negotiations will be essential. For those who saw our Aug. 15, 1971, moves as chauvinistic, I would remind you that it was our insistence that we get involved in not only short-term trade negotiations with our Western allies and our insistence on multilateral negotiations that moved us out of the stalemate we had been in for over ten years. We acknowledge and appreciate the European summit's commitment to getting a mandate to begin negotiations next summer.

"It is certainly clear that the President is committed to carrying through on those negotiations. Perhaps the most comprehensive view that has ever been made of all aspects of U.S. trade legislation policy is now going on and being readied to be brought before the President. The exact form of the legislative requests has not yet been decided, but there is a clear commitment to do two things: to move vigorously ahead on the negotiations and to get Congress deeply involved in the process. Just as trade policy is too important to be left to trade ministers, it can be said that it is much too important to be left to the executive. It is clear that a consensus is very much needed if we are to avoid some of the problems of the past. The fact that an increasing number of our trade obstacles are non-tariff barriers increases the importance of close Congressional consultation since it is more difficult in those areas to specify in advance the precise nature of the reciprocal concession on the other side."

A business view

Another convention keynoter was General Electric Co. Board Chairman Fred J. Borch, who also concentrated on the importance of a sound U.S. foreign economic policy.

In the opinion of the GE executive, "from the rebuilding of war-ruined economies to laying the groundwork for extraordinary international growth and trade expansion, U.S. foreign economic policy has been secondary and subordinate to our external political policy."

He said that in effect the U.S. has no foreign economic policy today—only foreign economic relations—and that unless it evolves one independently of political policy, and very quickly, "tomorrow's international economic problems will make today's look like high school textbook exercises."

In formulating a new policy, the General Electric executive said that, "the starting point for the U.S. must be a realistic recognition that other industrialized and advanced nations of the non-communist world have long since put trade and offshore investment at the very center of their policies, as we have not."

The result, said Borch, has been that our principal trading partners have been able to insulate their export prices from their domestic inflations, "most of which have been barreling ahead at rates steeper than ours in the pre-controls era." He added that "It seems to me that something other than classical economics is at work, for instance, in Germany when domestic inflation rises by 28 percent, unit labor costs by 34 percent but export prices by only 6 percent." He termed this a clear case of "shielding"—and of putting trade concerns at the center of national policy.

"Starting from a different attitude toward the corporation, the other industrial countries of this world have evolved a very different and quite divergent set of rules from ours, under which the international economic competitions of the Seventies are now operating," he said. "If we are to stay in the game—indeed, if the games themselves are to continue effectively—it seems to me that the divergences must necessarily be modified and a harmonization of rules be speedily negotiated."

As to where we go from here, Borch pointed out that "To begin with, we should not beguile ourselves with the notion that getting our rate of inflation under good control will solve our trade problems." Our inflationary rate has been substantially less than other industrial nations for the past decade, he said, and we cannot "count on a solution via the monetary route," or rely on drift. "Nor can that policy be one of closing down our borders. We cannot live within ourselves."

The GE executive expressed his belief that what is further required is recognition that until the U.S. gets a foreign economic policy that is much more trade-centered, "most things will continue to be going in the wrong direction."

Gibson is speaker

Assistant Secretary of Commerce Andrew E. Gibson pointed to a growing number of U.S. export opportunities, including the potentials in exporting to the Soviet Union and trading with the other socialist states of Eastern Europe. He said these countries want products from American industry, such as machinery and machine tools—exports which are labor intensive—whereas, what we will be emphasizing in our imports from the socialist countries have a relatively low "job content", mainly raw materials and liquefied natural gas. American grain sales, totaling well over one billion dollars, will help to narrow our trade deficit over the next several months, he said.

Gibson related the new and improved services the Department of Commerce could offer to the American exporter, particularly through its reorganized Bureau of International Commerce. What this means to the American businessman, he said, is being able to get help from a simplified and functional organization which can focus on the "bread and butter" business of promoting American exports.

He also discussed U.S. multinational companies and their performance in generating exports and providing jobs for American workers. Two government studies of such operations will soon be published, he said. The data show that, between the years 1966 and 1970, U.S. employment grew faster among such firms than it did among entirely domestically based firms and that exports associated with multinationals grew at a faster rate than U.S. exports as a whole.

"For these and other reasons," the Assistant Secretary said, "the Department of Commerce views the factual underpinnings of the Burke-Hartke Bill to be ill-founded. Rather than helping U.S. exports, we believe that its enactment would hinder them."

Turning to the future, Gibson said that there was a serious need to plan now for the export stimulation the nation needs to pay its imports bill at the end of this decade. "If we are to stand a fighting chance to balance our trade by 1980," he said, "we must increase our exports at least twice, and perhaps by two and a half times over the 1971 level."

In another convention address, FIAT executive Dr. Giovanni Agnelli urged an "economic Summit conference" bringing together the leaders of the nine Common Market nations and the U.S. An East-West trade forum panel that included Deputy Assistant Secretary of Commerce Steven Lazarus and officials of the USSR, Polish and Romanian Embassies and drew an overflow audience, was still another convention feature.

TOP AWARD TO TRADER—*Robert J. Dixson (left), former vice chairman of Johnson & Johnson International and now board chairman of the National Foreign Trade Council, accepts the 1972 Dollar Award for distinguished service to the U.S. foreign trade community from Henry G. Parker III of Chubb & Son Inc.*

Trade Fairs, Centers

WHAT'S THE VERDICT?—*While the mock patient looks on, potential purchasers hold a consultation on the merits of a heart diagnostic machine at the recent showing of American equipment at the U.S. Trade Center in Paris.*

Medical Equipment Show Reveals Strong Market In France

New-to-market firms accounted for more than $5 million in sales expected to result from the recent showing of American medical diagnostic and monitoring equipment at the U.S. Trade Center in Paris. Twenty-eight of the 42 exhibitors were new to the French market, and 8 of these were altogether new to exporting.

Twenty-one firms were seeking representatives in France or elsewhere in the European area. A total of seven agreements were signed during the show (four by a single firm) and another 122 were expected to result from the 465 leads that turned up during the show. One ecstatically happy firm anticipates appointing 45 representatives during the coming year.

"This show has been exceptional, since it targeted very specifically our needs. We had quality responses from almost every country in which we were interested in obtaining representation," reported the representative of one new-to-exporting firm.

Another newcomer to world trade said that "the type and quality of attendees were excellent for our purposes; both large and small distribution organizations were well represented by management personnel with the authority to make on-the-spot decisions. There were very few sightseers; the majority were there for a definite purpose."

Twenty-two percent of the 640 registered visitors were doctors.

Three U.K. Events Open To U.S. Participants

Three trade events scheduled for the British Isles during 1973 are inviting U.S. firms to participate:

Scottish Hotel, Catering and Licensed Trade Exhibition, March 19-23, Glasgow. Attendance will be limited to those with an active role in buying or influencing the purchase of a wide variety of products to be displayed at Glasgow's Kelvin Hall. For details, write the Building Trades Exhibition Ltd. at either 11 Manchester Square, London W1M 5AB, or 24 Hartington Place, Edinburgh 10, Scotland.

Interbuild: 35th International Building and Contruction Exhibition, Nov. 14-24, London. More than 123,000 trade and professional visitors attended the 1971 showing of this biennial event, which is due to be held in London's Olympia. Contact: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB. Cable: Montbuild, London.

International Woodworking Industries Exhibition, Dec. 4-8, London. Open to manufacturers of machinery, components and materials who supply industries working in wood, this week-long event is scheduled for the Great Hall of London's Olympia. Address all inquiries to R. Copley-Smith, International Woodworking Industries Exhibition, 11 Manchester Square, London W1M 5AB.

Berlin Show Welcomes U.S. Fashion Exhibitors

An upcoming trade fair in Berlin is open to U.S. exhibitors.

BUERO-DATA (Exhibition of the office equipment industry), Sept. 25-29. More than 16,800 visitors from Germany and other European countries attended the 1972 event, where many prominent American office equipment manufacturers were represented by their German subsidiaries. The U.S. Mission in Berlin reports especially good sales prospects for dictating and writing equipment, copying equipment, adding machines and calculators, and EDP equipment.

To participate, write: AMK Berlin, Ausstellungs-Messe-Kongress GmbH, 22 Messedamm, 1 Berlin 19.

Technical Items In Strong Taiwan Sales Showing

67 TAIWAN OFFICE MACHINE CO., LTD.
66
65

TALKING IT OVER—*Taiwanese businessmen discuss demonstration of laminating machine at recent showing of American equipment.*

More than $4 million in U.S. industrial, business and scientific equipment was sold off-the-floor during a recent week-long exhibition in Taiwan.

The 75 exhibitors at the Commerce Department-sponsored event expect many times more that amount in sales to develop in the coming year as a result of their participation. Floor sales were eight times larger than those made at TAIPEI '70, a similar exhibit two years ago.

The United States is Taiwan's leading trading partner, with a trade volume exceeding $1.15 billion in the first 8 months of 1972. This exhibit was designed to be mutually beneficial for both sides, in that the equipment on display had been carefully selected to complement and supplement Taiwanese manufacturers, and not to compete with them.

In a speech welcoming the exhibition to Taiwan, Vice President C. K. Yen termed the show a symbol of fruitful cooperation in the fields of economic activities and technological advancement.

There is no doubt that the market is there. Even after expanding the exhibition from 55 booths to 75, a waiting list of U.S. firms developed in hopes of cancellations—but there were none.

PACKING THEM IN—*The recent showing of U.S. materials for the electronics industry attracted the most influential decision-makers in the U.K. electronics field.*

Electronics Firms Score At London Trade Center

British buyers showed up in force at a recent showing of American electronics equipment at the U.S. Trade Center in London. U.K. firms were anxious to upgrade their R&D programs and improve production techniques, preparatory to competing in the enlarged European Common Market.

Eighteen of the thirty-two exhibiting firms were new to the U.K. market, and three others were entirely new to exporting.

Sales results were not reported in detail, but 31 of the firms pronounced themselves fully satisfied with the results achieved (the other was "partially" satisfied).

Nine firms were seeking representation, and eight agents or distributors were appointed during the show. Negotiations were begun with another five.

Bangkok Show Canceled

The U.S. **Industrial, Scientific, Test and Measuring Instruments Exhibition, Bangkok, Thailand,** scheduled for Jan. 29-Feb. 3, has been canceled.

Worldwide Business Outlook

Italian Activity Accelerates; Growing Imports Foreseen

Italy's pace of economic activity has begun to quicken.

The U.S. Embassy in Rome reports clear signs that the mini-recession of the past two years has now almost run its course. The latest Italian Government prediction is for real growth in 1972 of 3.5 percent, assuming economic conditions continue favorable for the rest of the year, with industrial production up some 4 percent.

Other private forecasts have suggested that Italian growth this year would be at least 4 percent, which while below the average annual growth of 4.9 percent achieved during the decade 1961-1971, would be well above the 1.4 percent recorded in 1971, the poorest for Italy in the postwar period. Initial expectations for 1973 are for growth in excess of 5 percent.

Degree of confidence

The establishment in June after national elections of a coalition government headed by Prime Minister Andreotti and including representatives from his Christian Democratic party, the Social Democrats, and the Liberals, and enjoying the support of the Republican party, seemed to imbue business with a degree of confidence despite the very thin majority enjoyed by the coalition in Parliament. Thus, the business climate seems to be clearing but with scattered clouds still on the horizon.

The public sector through fiscal policy tools has made a major effort to impart an expansionary impetus to the economy. Government expenditures are budgeted in 1973 to rise significantly. But spending on public sector capital projects involves rather long lead times, so that its impact will only be felt after considerable delay. Thus, while State-owned corporations are expected to increase their investments by 21 percent in 1972, this is far less than had been hoped for some months ago.

Major continuing weaknesses in the Italian economy are private investment, such specific sectors as construction and textiles, and inflationary pressures. Private investment should increase as firms see the need to invest in new plants to reduce costs and to meet growing consumer demand. Also, increased sales and use of available capacity should reduce per unit costs and help to re-establish profit margins.

Uncertainty is key factor

Monetary authorities have also assured that ample liquidity is present in the banking system, and long-term interest rates have fallen somewhat since earlier this year. But, the overriding factor in explaining weak investment activity is derived not so much from credit availability as from the uncertain economic and political climate.

Export receipts rose some 12 percent and import payments were up 16 percent during the first eight months of 1972, while a sharp rise in tourist receipts contributed to a surplus on the current account of over $700 million. However, the capital account and errors and omissions were in larger deficit so that there was a modest global deficit for the period.

Following the "floating" of the British pound in June, the lira came under some pressure but as a result of various defensive measures Italy's September net official gold and foreign exchange reserves remained close to their June level.

Employment has not yet in 1972 fully responded to the moderate upswing in economic activity and in certain sectors and firms significant layoffs have occurred. Jobs have not been available in sufficient number to meet the needs of new entrants into the labor force.

A longer look forward

On Jan. 1, Italy will adopt the value-added tax and eliminate a number of sales and consumption taxes. The revenue and price effect of this change is attracting wide attention in Italy. Observers feel that the price level increase (GNP deflator) in 1973 could be on the order of 7 percent, with perhaps 1-2 percentage points of the gain due to the value-added tax. On Jan. 1, 1974 a single progressive tax on personal income will replace a variety of 16 different taxes and surtaxes. Similarly, a single corporate income tax will be introduced.

Italy continues to face structural problems of regional imbalance, provision of schools, housing, and health services, and the urban and environmental challenges of a modern industrial society. As each of these problems is confronted, new possibilities of growth will arise and will offer opportunities for U.S. exports.

The foreign trade picture has been characterized by rising levels of trade, both on the export and import side. Italian trade statistics for January-July 1972 show that exports rose by 17.9 percent over the corresponding period of 1971 (10.6 billion vs. $9.0 billion) while imports increased by 10.4 percent (10.8 billion vs. $9.8 billion). There have been higher Italian purchases from major Common Market trading partners, e.g. France (25.7 percent increase), West Germany (11.6 percent), and Benelux (13.3 percent). Their shares of the Italian market have, however, remained essentially unchanged.

Over the first seven months of 1972, Italian imports from the

United States amounted to $963.6 million, registering a slight increase (0.7 percent). With respect to its share of the Italian market during this period, the U.S. lost some ground (9.2 percent against 10.0 percent the previous year).

Commodity trade statistics, available for the first six months of the current year, indicate that Italian imports of U.S. raw materials, particularly coal, copper and copper alloys, declined. Decreases were also registered in Italian purchases of some U.S. agricultural products. Overall imports of soybeans and soybean meal dropped because of the shortage of supplies in major producing countries, e.g. the United States, Brazil and China. Except for corn, imports of U.S. feeds and grains also decreased.

Shipments to Italy of American machinery and equipment, iron and steel products, paper pulp, and paper board increased.

Traders are optimistic

According to trade circles, the upward movement in Italian imports should continue in coming months. Due to the economic stagnation of the past two years, investment in capital goods and machinery has been limited. To cover this backlog, they foresee growing imports. They naturally envisage increasing commercial opportunities if the current recovery process is sustained. Business leaders also stress the need to strengthen the industrial sector and increase productivity by a greater use of automation in order to offset labor costs.

It follows, then, that among product groups offering promising opportunities for American exports are process control and automation equipment; measuring and testing instruments; various types of machinery for the apparel industry; industrial and commercial security equipment; anti-pollution, sanitation and control materials and equipment; power systems; and components and related equipment.

State-controlled companies play an important role in Italy's economic growth. In particular, the Istituto per la Ricostruzione Industriale (IRI), the giant state industrial finance corporation, participates actively in many industrial sectors. IRI, which is sometimes referred to as the "state instrument of economic policy," with assets exceeding $3 billion and controlling a wide variety of companies, has just announced its 1972-1975 investment program. During this four year period, IRI's investments are planned in the amount of $9.6 billion. Almost half of this total will be devoted to the industrial development of the Mezzogiorno. At the same time, the private sector still accounts for 50 percent of annual direct industrial investment in Italy.

IRI has earmarked the largest funds for telecommunications ($3.5 billion) and the metallurgical industry ($2.9 billion). Other significant investment resources will go to the mechanical industry ($850 million), air transportation ($447 million) where IRI owns and operates the airline Alitalia, the electronic sector ($112 million) and food processing industries ($83 million).

Development initiatives

IRI investment projects should offer expanding trade opportunities. Within the IRI complex, various companies are already formulating their own development initiatives. Alitalia, for instance, has come out with its five-year (1972-1976) investment plan, which calls for the modernization of its fleet and purchases of planes, major procurement for which is planned from the United States.

EFIM, a state-controlled corporation with a group of holding companies, is active principally in the mechanical and chemical sectors. Its holding companies manufacture a wide range of electrical and non-electrical machinery, generators, pumps, compressors, locomotives, railroad cars and agricultural tractors.

MOLEX INCORPORATED

MOLEX AT MILAN—*At a recent Milan Trade Center show, a representative of Molex Inc., Downers Grove, Ill., explains the operation of machines for use in assembly of printed circuits to visitor.*

EFIM's investment schedule for 1971-1975 calls for expenditures of $1,220 million, of which 90 percent will be concentrated in the Mezzogiorno. Of this total, $550 million is earmarked for the non-ferrous metals sector, e.g. aluminum, while investments are also planned in the mechanical industry and a wide range of manufacturing activities.

The state enterprise (EGAM) operates with 20 associated companies in three basic fields: mining, production of high quality steel (FINSIDER produces only ordinary steel) and manufacturing of textile machinery. To modernize and expand its plant facilities, EGAM will invest over the next three years a total of about $750 million. The bulk of these investments is intended for southern Italy. Major capital investments will be devoted to the metallurgical industry ($375 million) and production of textile machinery ($220 million).

Korea's Slump Hurts U.S. Sales; Improvement Likely In Spring 1973

Korean imports of American goods have declined so far in 1972, mainly as a result of the economic slowdown which began in late 1971. An economic upturn sufficient to stimulate increase imports is not expected by the U.S. Embassy in Seoul until the spring of 1973.

On Aug. 2, an Emergency Presidential Decree established wide ranging economic measures to stabilize prices and combat the "recession." Major components of the "stability and growth" program included stabilizing the exchange rate at about 400 won per dollar, restraining the increase in the wholesale price index to three percent yearly, lowering the prime bank interest rate from 19 to 15.5 percent, converting curb money market loans to business to long-term, lower-interest loans or equity investments, converting some short-term bank loans to lower-interest, long-term ones, establishing special funds for industrial credit, and liberalizing tax investment credits, depreciation rates, and retained earnings taxes.

The program's overall objective is to create a more favorable environment for future rapid growth along the lines of the Third Five-Year Plan. Its three main goals are to stimulate business growth, stabilize prices and reform the credit system.

Performance was mixed

Economic performance prior to the issuance of the reform program was mixed. Strong export results overshadowed stagnation experienced in some domestic sectors. Slow domestic demand resulted in no increase in imports, and enhanced interest in export orders, which also represented ready cash in a credit short situation.

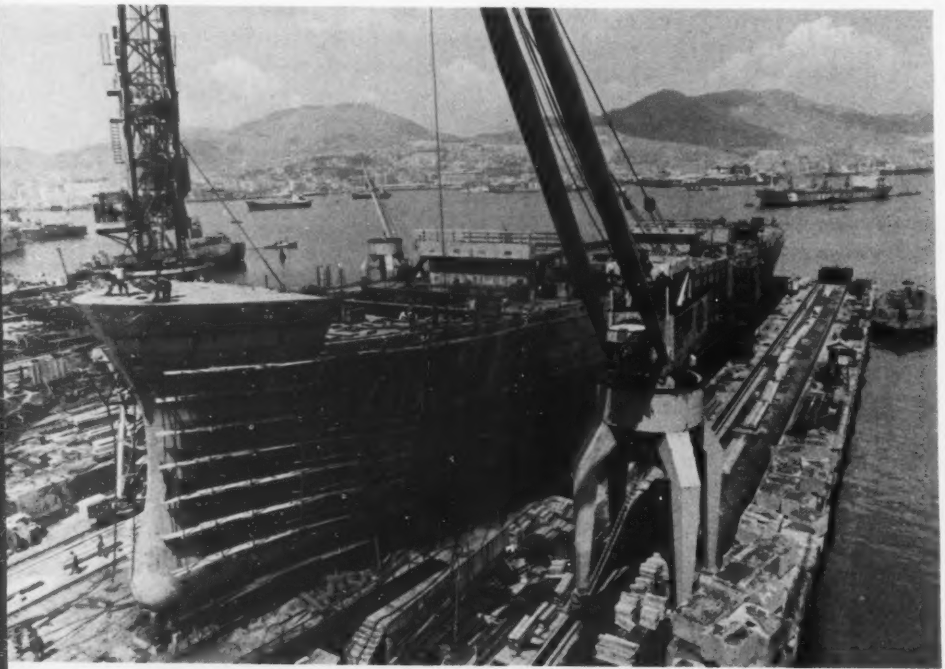
Construction activity declined and the industry is in a definite slump. In the first seven months of 1972 housing and commercial construction, in terms of floor area of new building permits issued, was approximately one third lower than for the comparable period of 1971. Although industrial construction did show a 24 percent increase over the 1971 level, it accounts for only 10 percent of total construction.

Rice crop estimates are not available yet, but weather conditions so far indicate production may be no larger than last year. Flood damages generally were localized to Seoul, Pusan and the eastern mining district, and did not significantly affect the overall economic situation.

Preliminary quarterly figures for real gross national product indicate increases of 6.3 percent and 5.2 percent for the first and second quarters of 1972 over the same periods of the previous year. This compares to average gains of 15 percent and 13 percent, respectively, between 1968 and 1971. When converted to an annual rate basis, the seasonally adjusted GNP data imply an increase in real GNP of 7 percent for the year as a whole, on the basis of first-half performance. This corresponds to a reported projection of 7.3 percent GNP growth for the year by the Korea Development Institute, and a revised 7.5 percent estimate by Government planners.

Despite the slowdown, wholesale prices moved up rapidly until April, and hovered some seven percent above last December's rate for the next several months. Consumer prices rose slightly more; the increase for both exceeded that of previous years. Wages appeared to be rising slower than consumer prices. Domestic credit rose by 13.4 percent in the first half, exceeding slightly the level agreed upon with the International Monetary Fund.

Meanwhile, political developments in Korea have attracted worldwide interest. The pace of contact between South and North Korea quickened dramatically with the announcement on July 4 of the South-North Joint Communique,



KOREA SHIPBUILDING AND ENGINEERING CORPORATION—*This shipyard in Pusan provides vessels for carrying Korean exports, up 38 percent in the first half.*

which pledged both parts of Korea to work toward eventual peaceful reunification of the country. Talks between the Red Cross Societies of South and North, which began in September 1971, have continued and full-scale meetings between delegations from the two sides took place in Pyongyang and Seoul in August and September, respectively. While the July 4 Communique pledges both sides to work toward reciprocal exchanges, it is not expected to lead to trade or other economic results in the immediate future.

On the domestic political scene, public reaction to the South-North dialogue has been favorable. While President Park's Democratic Republican Party has maintained relative stability and discipline, the opposition New Democratic Party has experienced serious internal disputes since the beginning of the year. Because of these divisions and the Government's comfortable majority in the National Assembly, the Government's economic program is unlikely to face any serious political obstacles. The overall political stability which has characterized the country during the past year is expected to continue.

Marked improvement

Korea showed marked improvement in its balance of payments position during the first half of 1972, and the improvement appeared to be continuing through the third quarter.

Korea's exports totaled $690.3 million in the first half of 1972, an increase of 37.9 percent over the same period last year. The sharp rise in exports was generally ascribed to: the upward float of the won-dollar exchange rate during the period; an improved competitive position brought about by the monetary realignment of last December; and the initial impact of generalized tariff preferences in some areas for industrial exports of developing countries. As usual, the United States was the major customer.

Imports for the first six months of 1972 were $1,063.8 million, or virtually the same as last year. Government economists had forecast an increase of 5.5 percent for 1972. The lack of growth in imports appears to be due more to the slowdown in the Korean economy than to any specific Government actions, although added import restraints did affect certain commodities.

For American businessmen the slowdown in Korea's rate of growth means reduced opportunities for sales of U.S. products to Korean firms and increased competition in the U.S. market from Korean goods. Although some of the most severe financial pressures on Korean enterprises will be ameliorated by the government's emergency economic program, the emphasis on price stability makes any significant early loosening of money policy unlikely. Slackness in domestic demand, therefore, keeps Korean imports at a minimum, while at the same time Korean firms make intensified efforts to expand exports. Korean success in finding new export markets—aside from the United States and Japan—has already resulted in more imports from these areas. A larger Japanese role in development assistance to Korea can also be expected to deepen Korea's reliance on Japan as a source of imports.

In the first six months, the position of the United States relative to other competitors in the Korean import market was impaired. With total imports held to virtually the same level as last year, imports from the United States dropped 13.4 percent. Purchases of U.S. goods funded with Korea's own foreign exchange earnings declined 22 percent. Commercial loan funded imports from the United States were at less than half the level of the first six months of 1971. Aid-funded imports, however, nearly doubled from $44 million to $86.7 million to offset some of the losses in commercially funded trade. In view of the comparative performances of the United States and Japan, it appears that U.S. exporters did not benefit from the yen revaluation.

SUBWAY IN SEOUL—*Korea's construction industry is in a slump despite current subway activity. Government is acting to get business back on course.*

Agricultural commodities, mainly under PL-480 programs, continued to dominate imports from the United States. Changes in such imports reflected program revisions, restrictions on soybean meal imports, and the Korean Government's purchase of large quantities of barley for use in programs deemphasizing rice consumption.

Biggest sellers

Various kinds of machinery and transport equipment continued to be the largest non-agricultural dollar earners in Korea. Except for a decline in imports of non-electrical machinery, there was little change in first-half sales of these items as compared to the performance of a year earlier.

The construction slump and tightened import procedural requirements (since relaxed) contributed to a decline in U.S. exports of iron and steel scrap. U.S. scrap is used in making steel for the domestic market; export products are formed from hot coil and slab imports from Japan and Australia.

As indicated earlier, imports can be expected to increase in 1973 as economic activity gains momentum, but the outlook for the remainder of 1972 is for limited gains at most. U.S. exporters will face increasingly stiff competition, and should be prepared to maintain frequent contact with Korean importers. As usual, price and credit considerations will be crucial in the Korean market.

The slowdown did not have a visible impact on foreign equity investment in the first half of 1972. On an approvals basis, U.S. investments in the first six months of 1972 amounted to $30.3 million, compared to $23.1 million for all of 1971. Investment by Japanese firms for the same periods was $44.1 million and $28.1 million, respectively.

Investment interest intensifies

The investment climate remains generally favorable. For several years the Korean Government has had a policy of encouraging foreign investment, and offers tax and other benefits to foreign investors. The relatively high foreign debt servicing burden has intensified the government's interest in equity foreign investment and reinvestment as a source of capital. Investment for export production or import substitution is especially encouraged, but investment aimed at the domestic market is permitted by the Government.

Despite the government's strong policy of encouraging foreign investment, there are nevertheless a variety of problems encountered by foreign investors operating in a foreign economic and cultural environment. The problems range from minor bureaucratic difficulties to more serious issues for a few companies. On balance, however, Korea remains one of the most attractive sites in Asia for consideration by the American investor.

Inflation, Declining Fish Catch Make Iceland's Economic Outlook Uncertain

Iceland's rate of economic growth will probably continue to decline in 1973.

After growth in real GNP of 9.5 percent in 1971 the rate of increase has dropped to 6 percent this year. As 1973 approaches, there is considerable economic uncertainty in Iceland, and forecasts for the coming year point to a rise in GNP of no more than 5 percent and probably closer to 4 percent.

Positive factors

Positive factors pointed out by the U.S. Embassy in Reykjavik include full employment, greater individual prosperity than ever, and a continuation of high prices abroad for fish exports.

Imports, up about 11 percent in 1972, have increased at a substantially lower rate than expected, and exports have risen a handsome 22 percent. Agricultural and industrial output have posted gains on the order of 4 percent and 12 percent, respectively, and construction activity is very strong, possibly 15 percent ahead of last year. Iceland's international credit rating remains good, and foreign borrowing has measurably increased reserves during 1972.

But underlying this seemingly healthy situation are some serious problems in the fishing sector coupled with a grossly overheated economy. Two causes for immediate concern in the fishing industry are the recent unprofitability of many of the freezing plants and the decline in quantity and individual size of the ground fish catch. There is active interest in diversifying the Icelandic economy, but for a long and indefinite period Iceland's well-being will continue to rest on fishing.

Underlying inflationary pressures resulting from a high level of government spending, high personal income, and continued expansion of the money supply remain. The cost of living index rose 11 percent from February to August 1972 following the easing of price control measures.

The government's budget for 1973 does not, in its initial form, hold out great hope that fiscal policy will be employed to dampen demand. A surplus of $6.7 million is called for but so too is a 20 percent increase in expenditures. Still to be presented is the extrabudgetary or capital spending, and this too seems sure to add to inflationary pressures.

Until Iceland becomes less dependent on fishing, the probability of continuing crises such as the present, imminent one, brought on by excessive domestic demand and uncertain foreign revenues, will continue to plague this small economy.

Underrated market

Iceland's limited population is unlikely to make many exporters anywhere into rich men, but her high per capita income and great dependence on imports do provide a more attractive market than many realize. A number of American firms service Iceland from European plants because of a variety of barriers to exports from the United States. Most American businessmen who visit Iceland en route to Europe find that the results usually pay for the trip.

The delivery of two U.S. manufactured jet aircraft was enough to double the normal U.S. share of market from about 8 percent to 15 percent in 1971. In 1972 the U.S. performance returned to previous levels, with exports on the order of $19 million expected by year-end.

Iceland kept the kronur unchanged in terms of the dollar during the currency realignments of December 1971, and that should provide some advantage for U.S.

goods, but it is hard to discern any effects so far.

The pending free trade agreement with the European Common Market will, if ratified, give seven additional countries better access to the Icelandic market for manufactured goods than the United States enjoys, and these countries together already supply upwards of 30 percent of total imports. The agreement calls for an approximately 30 percent reduction in duties beginning in 1973 and subsequent reductions during the next seven years so that tariffs are eliminated by 1980. Iceland will still, as under EFTA, be permitted revenue taxes on imports of products not produced locally.

New financing arrangement

In 1972 the U.S. Export-Import Bank established a Co-operative Financing Facility (line of credit) for $1,000,000 with the National Bank of Iceland (Landsbanki) to finance American exports. U.S. firms are encouraged to take advantage of this new arrangement.

Major export opportunities exist for U.S. firms in food processing, hydroelectric facilities, heavy machinery and transport equipment and a variety of products for government run utilities and municipal services. Details on tenders put out by the Icelandic Government and the City of Reykjavik are forwarded to Washington by cable and are available through the Department of Commerce. In the past, U.S. firms have lagged far behind Scandinavian and other Western European companies in bidding on Icelandic Government contracts.

Plans for modernization of some 100 fish freezing plants have been drawn up but are awaiting the outcome of proposed U.S. legislative action as well as the availability of financing.

Invitations to bid on the 150 MW Sigalda hydroelectric installation have already been extended, but beyond Sigalda there are extensive plans for future hydro development, and U.S. companies in this field should carefully examine the opportunities.

As of now plans for a petroleum refinery have been indefinitely shelved, but there may well be engineering, export, and construction opportunities in areas relating to Iceland's inexpensive electric power and her underground thermal energy resources.

U.S. direct investment in Iceland is confined to a minority interest in a small diatomite plant which produces a substance used in making filters. In fact, Icelandic investment in the United States, consisting of fish processing operations in Pennsylvania and Maryland, substantially exceeds U.S. investment there. Total foreign investment in Iceland, in addition to the diatomite plant, is limited to the 77,000-ton capacity Alusuisse aluminum smelter outside Reykjavik.

The additional power to be made available by Sigalda plus the favorable results of a still unpublished research study on sea chemical resources indicate that additional foreign investment is a certainty as Iceland, in part with United Nations assistance, moves to diversify her economy.

The government has discussed with U.S. firms the establishment of ferro alloy plants, aluminum wire fabricators and aluminum smelters. An extensive study of the ferro alloy project has been completed, and it is likely that one and possibly a second such plant will be built.

Bears careful scrutiny

With environmental pressures limiting the availability of new sources of electrical energy in heavily industrialized countries, Iceland, with enormous and largely untapped hydroelectric potential, bears careful scrutiny by U.S. firms in energy intensive industries.

The sea chemicals research project reportedly recommends construction of a plant to produce salt, calcium chloride, potassium chloride, and magnesium chloride from naturally heated, underground sea water.

ICELAND'S KEY INDUSTRY — *The Government is interested in diversifying the economy, now dependent on fishing.*

Coalition government

In July 1971 a coalition of center and leftist parties formed a new government with both the Minister of Trade and the Minister of Industries coming from the Peoples Alliance (Communist) Party. But experience to date points to strong interest by the government in attracting foreign investment and possibly a willingness in certain circumstances to accept majority control by foreign companies.

A recent statement by the Minister of Industries does, however, state that Iceland is "ready to cooperate with foreign parties on the premise that the Icelandic Government has a majority share in such firms . . ." The Minister rather bullishly forecasts a more than three-fold increase in industrial output during the 1970s, with manufactured exports of almost $300 million, or 60 percent of total exports, by 1980.

East Africa Prospects Vary; Best Opportunities In Kenya, Tanzania

Despite another series of crises, including active hostilities between Tanzania and Uganda, the East African Community has survived.

Trade suffered in 1972 but good opportunities exist for U.S. suppliers and tenderers, particularly to Kenya, and in a more limited degree, to Tanzania. Outlook for increased sales to Uganda is poor, however, according to a report from Albert L. Zucca, Commercial Officer at the U.S. Embassy in Nairobi. Best prospects, writes Zucca, are in tourism, agribusiness and construction.

Slower export growth

A slowdown in the rate of export growth for East Africa in 1971 reflected, among other factors, a continuation of earlier trends for slowed or lower overall domestic growth. Poor rainfall was an important element in 1971 and in these essentially subsistence and agricultural economies has led to declines in revenue from traditional exports (*e.g.*, coffee, tea, corn).

This year has seen improvement in agricultural conditions, but all three countries still face—and will continue to face for some time—balance of payments constraints which affect developments. If development should slow, demand for capital equipment and raw materials (major U.S. exports) may slacken compared with the recent past. The likelihood is good, however, that Kenya and Tanzania will overcome the balance of payment constraint and that these countries' development programs will be successful.

Some declines

U.S. data on exports to East Africa for early 1972 have shown some declines (also characteristic of other industrial suppliers) stemming from import restraints of various types, and from the generally unsettled conditions in Uganda and between Uganda and Tanzania.

MODERN NAIROBI—*Kenya's economic outlook for next year is good; U.S. sales prospects will be particularly favorable in tourism, agribusiness and construction.*

Intra-Community trade data for 1971 tell part of the story. As the result of the deterioration in Uganda-Tanzania relations, their trade almost halved in 1971 and practically ceased altogether in 1972. Kenya's 1971 Community trade stabilized, increasing heavily in its favor with Uganda, but resulting in a matching deficit with Tanzania.

Agreement was reached in October on a five-point "Peace Plan" between the two hostile states. However, given the existing state of strained relations, there is very little hope that the East African Authority Presidents will meet after a two-year delay to decide the direction that the Community must take.

The volume of imports into East Africa rose 32 percent in 1971 (due mainly to food imports). Import increases were notable in cereals, construction material, and heavy machinery. Capital and invisible earnings did not do much to help ease the strains on each country's balance of payments, with the result that in the past twelve months vigorous import regimes were imposed. In 1972 in Kenya, for example, licenses have not been issued for imports of goods already made in Kenya, and quotas were imposed on other items, mostly consumer goods.

Slight improvement

The U.S. share of market for 1971 improved slightly in Kenya and Uganda, from 8.7 to 8.9 percent and 6.1 to 7.1 percent, respectively. Tanzania's share dropped from 8.7 to 4.4 percent, reflecting the recording in 1970 of one DC-9 sold to East African Airways but registered in Tanzania. Whether the late 1971 East African agreement to "peg" to the dollar will in fact result in any market improvement in the U.S. competitive standing is still problematical, given the traditional domination by the United Kingdom of almost one third of the East African market. Opportunities exist, however, on a country-by-country basis for energetic promotion of U.S. capital equipment, other durable goods and raw materials.

Outlook is good

Kenya: After a slow growth in 1971, the outlook for 1973 is good, with a comeback in agriculture and strong growth in tourism and manufactures leading the way.

Principal imports from the United States in 1971 were aircraft parts, construction and mining machinery, corn, kraft paper and paperboard, caterpillar-type tractors, and fungicides, insecticides and weed killers. With the exception of kraft and other paper products which will be made locally by 1974, import demand for these lines is expected to continue strong and the import restraints described above are not likely to apply to them to any appreciable degree in the foreseeable future.

The best new possibilities for U.S. sales, and for investments, are in tourism, agribusiness, and public construction.

The biggest tourist development planned is a 10,000-bed coast resort complex with costs running at $50-$70 million, and elsewhere some 9 or 10 luxury lodges, all of which would create opportunities for hotel, restaurant, road and airstrip equipment, and light aircraft.

In agribusiness, an $80 million five-year plan is being developed by Kenya for increased beef output and enhanced slaughtering and marketing facilities which will require sizable equipment imports. Freezing and processing equipment for horticulture will be in greater demand as overseas orders of fruits and vegetables are expected to double in 1972.

In construction, as the mammoth expansion of Nairobi airport proceeds under a $29 million World Bank loan, construction and paving equipment will be needed, as well as increased navigational aids and communication, terminal and airport control equipment. In addition, U.S. AID has under consideration a $15 million housing guarantee program for construction of low-cost houses, mostly for the Nairobi area.

TANZANIAN PLANT—*Tanzania has maintained a steady economic growth rate over recent years. Above, East Africa Motor Assemblies Ltd. in Dar-es-Salaam.*

Market studies

In addition to the above, special market studies recently undertaken by the Embassy indicate the existence of a rapidly expanding market for electrical power machinery and electrical switchgear, although a major obstacle to overcome is the use of British standards. Another target would be in printing and bookbinding machinery, European imports of which almost doubled from 1969 to 1971.

Price and technological competitiveness are the major elements for any successful U.S. promotion.

Uganda: The state of the economy has been characterized by erosion of foreign exchange reserves to minimal levels, preoccupation with defense expenditures, inflation and, as a result of the expulsion of non-citizen Asians this month, rapid Africanization of major sectors regardless of cost.

The recent Tanzania-Uganda hostilities led to a severe loss of needed tourist revenues. Moreover, funds scheduled for needed development projects have apparently been diverted for military expenditures, with a consequent slowdown in private sector activities at all levels. The end result has been an erosion of investor confidence.

The balance of payments constraints leading to lengthy delays on commercial payments has also resulted in a sharp reduction in trade with Kenya (as of October) and the outlook for any real resuscitation of Uganda purchases from any source is dim, unless funds are directly related to military expenditures or to the few economic development projects to which the Government of Uganda attaches the very highest priority.

Steady growth rate

Tanzania: The country has been able to maintain an average net growth figure of about 3 percent in the past few years, achieved by an impressive mobilization of internal resources and substantial inputs from foreign aid donors. U.S. businesses seeking trade opportunities must deal with one or another government or parastatal organization, all of which are very price and term conscious.

U.S. suppliers of producer and especially consumer goods have found themselves at a competitive disadvantage from such low-cost producers as Hong Kong, India and the People's Republic of China. The latter, in particular, has arranged to apply certain portions of its $201 million loan (to finance a railway between Dar-es-Salaam and Zambia) against sales to Tanzania.

Nonetheless, in road construction equipment, U.S. suppliers enjoy a high reputation. Provision of goods to tourist and agricultural industries also offer good prospects, bearing in mind the limitations of sparse population, low income, and a modest growth rate.

U.S. loan projects

The U.S. Agency for International Development has ongoing or anticipated a number of capital loan projects in East Africa which contain U.S. origin import requirements.

In Kenya, planning is under way on a $10 million program loan to finance needed imports, particularly capital goods, which may also include provision for rural agricultural credits. Plans are also under way for future participation in the five-year beef and livestock development program, leading to imports of farm implements, water development and well equipment, and fencing.

In Tanzania, loan negotiations have been concluded for earthmoving, maintenance, transport and spray equipment, and herbicides for a Masai Livestock and Range Management project, as well as farm production, seed processing, nursery, and laboratory equipment for two seed farms; bids for tendering will be out soon. Discussions are progressing for an access road to Dar-es-Salaam which calls for use of heavy construction equipment (scrapers, bulldozers, graders) and structural steel for a major bridge.

Agriculture Leads Colombian Upturn; Prospects For 1973 Seem Promising

The Colombian economy appears to be continuing the recovery begun during the latter part of 1971 and prospects for 1973 are promising.

The U.S. Embassy in Bogota believes that the government's expectations of at least 7 percent GNP growth in 1972 may be within reach.

Agriculture has led growth performance in 1972, scoring impressive production and export gains. Industrial production presents more of a mixed picture and, according to industry sources, may be expanding in 1972 at a somewhat slower pace than in previous years.

Foreign exchange reserves increased sharply during the first eight months of 1972, reflecting a vast improvement in Colombia's trade balance and, particularly in August and September, substantial drawdowns on two Government loans totaling $80 million from foreign commercial banks.

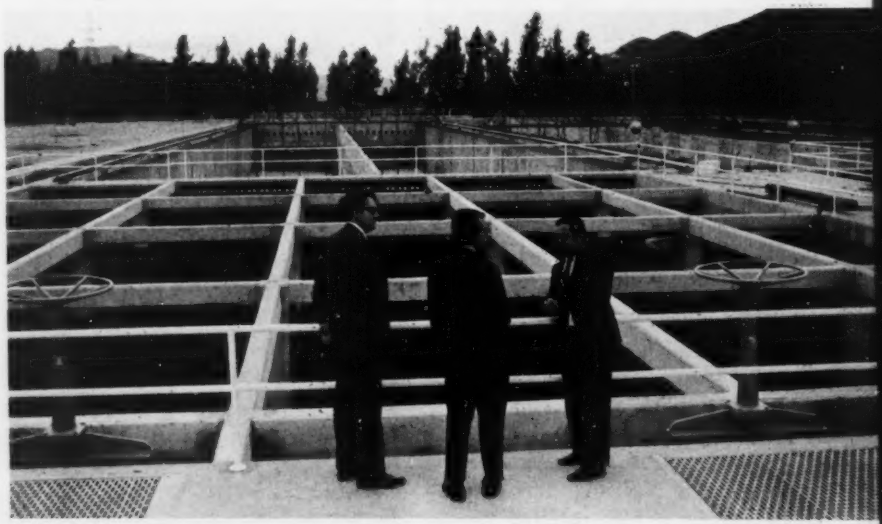
Monetary policy during the first seven months of 1972 was somewhat more relaxed than in 1971, but in August it was again tightened significantly. Inflationary pressures continued in 1972 at near the 1971 rate. The Government fiscal situation through June was generally satisfactory and had a moderately contractionary monetary effect.

Balance of payments strength promises to continue into 1973, lessening that constraint on Colombian growth. Export prospects look good in 1973, and Colombia's credit worthiness and general attractiveness in world money markets remains high.

Business approves

An additional factor affecting growth prospects over the next year or so was the April election result. The elections for municipal and departmental assemblies and legislatures reflected a strong resurgence of the traditional Liberal and Conservative parties. These results were interpreted favorably by many in the business and economic community and generally buoyed business confidence, a critical factor in investment decisions.

For all the encouraging growth outlook, the Government continues very much aware of and concerned



COLOMBIAN PROJECT—*Inspecting the sediment tanks at the recently expanded Tibito Water Treatment Plant outside Bogota are, from left, John J. Eddy, U.S. Commercial Attache; Luis Roca, his assistant; and Hector Pulido, manager of the plant.*

over the persistence of basic social economic problems of high unemployment, urban immigration, agrarian land tenure patterns and concentrations of income distribution. The 1971 National Development Plan focuses precisely on these issues and underscores the government's continuing efforts to alleviate these problems.

During the first half of 1972, according to U.S. Customs data, U.S. imports from Colombia were $140 million, up 16.7 percent over the same period in 1971.

Colombian data for export licenses issued the first six months of 1972 compared to the same period in 1971 show that while licenses for exports to the United States increased 3.4 percent, overall export licenses increased 25.2 percent. Consequently, the share of export licenses for goods destined to the United States declined from 36.6 percent to 30.2 percent over the period.

Preliminary 1971 data indicate that Colombian imports increased 9.1 percent over 1970, from $844.0 million to $921.0 million, while imports from the United States actually declined by 4.5 percent, from $402.4 million to $384.2 million. According to this preliminary data, Colombian imports from the United States declined from 47.6 percent in 1970 to 41.7 percent of the market in 1971.

During the first quarter of 1972, the U.S. share of import license registrations declined to 39.4 percent compared to an average of 45.8 percent in 1967-70, indicating that a further slight decline in the U.S. share of Colombia imports may result in 1972.

This drop in the U.S. share of Colombia's import market coincides with the policy changes beginning in FY 1971 of no longer requiring AID sector loan dollars to be spent on imports from the United States. The product areas in which the U.S. share dropped were in numerous cases those which AID had been financing. There were particularly important declines in plastics, chemicals, and excavating machinery.

It has not as yet been possible to determine the precise effect of the 1971 realignment of major currencies on the U.S. competitive position. However, as the effect of currency realignments begins to have an impact on long-term supplier relationships, an upswing in the U.S. share should occur.

Colombia's status in the Andean Common Market remains somewhat confused as a result of a series of complicated legal decisions in 1971. However, the Government took two steps in mid-1972 in an effort to normalize Colombian participation in Andean integration, particularly as regards the Andean Foreign Investment Code (AFIC).

The first step

One step was the submission of the Treaty of Cartagena (the Andean Pact treaty) for Congressional approval together with a request for general authority to execute Decisions of the Andean Commission, following consultations with a Congressional commission selected for that purpose by Congress. The Government objective is to resolve definitively the constitutional uncertainties surrounding Colombia's full adherence to the Andean Pact and to assure for the Executive Branch authority to meet obligations flowing from the Pact without having to obtain specific Congressional approval in each instance. This action is currently pending before the Congress, where some constitutional questions have been raised.

The second step taken by the Government was the issuance of two measures designed to bring Colombian treatment of foreign capital as closely as possible into line with AFIC provisions during the interim period until the basic constitutional question is resolved. However, until Congress acts on the government's bill seeking full authority for Colombian participation in the Andean Pact and all of its commitments, the current uncertainties surrounding foreign investment will persist.

Australia To Terminate U.K. Trade Agreement

The Australian Government plans to terminate the United Kingdom-Australian Trade Agreement (UKATA) as of Feb. 1, in accordance with the present timetable of the United Kingdom's accession to the EEC. Existing benefits to both parties will be continued until that date. One immediate benefit to U.S. exporters will be the elimination of preferential tariff margins for the U.K. on imports under Australia's "By-law" system. Under existing By-law procedures, goods for which "suitable Australian equivalents" are not "reasonably available" may be imported at concessional rates of 7½ percent from sources subject to the General Tariff and duty-free from U.K. sources. Moreover, goods not available from Australia or the U.K. may then be imported duty-free from all sources.

The withdrawal of the special By-law applicable to U.K. goods will make By-law entries from other countries duty-free. This would make the United States and other general tariff rate countries more competitive in the Australian market for some A$220 million in By-law imports from the U.K.

Preferential margins for the United Kingdom on other imports will be phased out gradually. After Feb. 1, preferential rates will exist only for the following: specified items from Commonwealth countries, such as Canada and New Zealand, with which Australia has bilateral preferential agreements (the future of such preferences is now being discussed); preferences from Papua/New Guinea; a limited range of items to former or existing dependencies of the U.K.; and generalized preferences for all developing countries.

Australians May Change Foreign Ownership Rules

Australia: The Senate Select Committee on Foreign Ownership and Control has issued an interim report containing nine sweeping economic recommendations. Of particular interest to U.S. investors are recommendations to: (a) give urgent consideration to determining key strategic or sensitive areas where foreign investment should be limited or excluded, (b) review existing taxation provisions and double taxation agreements to remove advantages that can be obtained by overseas investors but not by Australians, and (c) consider whether ownership and control of all financial institutions should be regarded as a sensitive area to be covered by Federal legislation and/or reserve bank supervision.

The report also recommends passage of a National Companies Act, establishment of a national stock exchange and mortgage bank, and either expanding the activities of the Australian Industry Development Corp. and the Resources Development Bank, or establishing other special financing organizations.

The Committee, which was set up last year to inquire into the extent and effect of foreign ownership and control of Australian industry and resources, noted that the biggest obstacle it encountered was the lack of any national economic planning policy or objectives which could be used as a framework against which the cost and benefits of foreign investment could be judged.

Whether any of these recommendations will be implemented in the near future is a matter of conjecture. The Parliament adjourned shortly after the report was issued and Federal elections will take place in December. There is, however, a widespread belief that the next Parliament will address itself to the recommendations regardless of the election outcome.

Sweden: The Government has proposed a package of measures designed to alleviate unemployment and stimulate the current sluggish business upturn. These measures are likely to be approved by Parliament soon. They include:

1) Extension of the special corporate tax deduction for investment in new machinery until July 1. The deduction will be increased from 20 percent of the cost of new machinery to 30 percent.

2) Establishment of a new special tax deduction of 10 percent for construction of industrial and agricultural buildings if started before July 1.

3) Extension through 1973 of the Government's authority to make a temporary reduction in the energy tax.

4) Extension by two months, until June 30, of the period for release of investment reserve funds. Enterprises deposit part of their profits in such funds in boom years to gain tax advantages. These funds are then released to stimulate the economy in slack periods.

The Government indicates that it intends to propose additional measures next year to stimulate industrial investments.

The effort to increase capital investment in new equipment can be expected to stimulate demand for advanced machinery during the next several months.

Argentina: New rules issued by the Government have permitted resumption of import operations, which had been virtually paralyzed since the Central Bank halted opening of letters of credit on Sept. 21. Opening of new letters of credit was authorized as of Nov. 2. Import restrictions are more stringent than under the previous procedures.

The new import control system, established Oct. 20, is of an interim nature. It provides for four categories of lists; two positive lists of goods which may be imported, one negative list of goods which are banned, and a fourth list of goods to be considered further and to be distributed among the other three.

List No. 1 is comprised of indispensable goods, mostly primary and intermediate, which are necessary for industrial and other essential operations and which are not produced in Argentina. The Ministry of Commerce will automatically approve import declarations for goods on this list. Needed foreign exchange will be obtained at the previously authorized rate of 30 percent commercial and 70 percent financial. List No. 1 reportedly encompasses nearly two thirds of normal imports.

List No. 2 includes certain intermediate products and capital goods and related spare parts. Approval of imports of such goods is not automatic. Approval for importation by the Ministry of Commerce is required before financing (foreign exchange) can be obtained. Required foreign exchange can be obtained only at the financial rate (9.98 pesos to the U.S. dollar during September). This stipulation immediately raises the foreign exchange costs by 12.8 percent.

List No. 3 comprises goods, mostly covered by the miscellaneous category of customs nomenclature, which cannot be imported for 90 days (not prior to Dec. 19). After 90 days, the Interministerial Advisory Commission can assign goods on list No. 3 to other lists.

List No. 4 includes luxury and "unnecessary" goods, the importation of which is banned for 180 days (until late April 1973). This list enlarges similar prohibitions decreed earlier in 1972 and in 1971.

International Business Reports

International Intracorporate Pricing: Non-American Systems and Views. By Jeffrey S. Arpan. 126pp. $12.50.

Studies the pricing systems that foreign firms and their subsidiaries use to sell products to each other—a critical area of financial decision making in multinational corporations. Identifies and discusses national preferences for specific transfer-pricing systems among British, Canadian, French, German, Italian and Scandinavian firms. The author reports that this book is based on research covering 60 corporations with wholly-owned manufacturing subsidiaries in the U.S.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Europe's Largest Companies. 1972. 104pp. $20. Food and Beverage Industry of Japan. 1972. 91pp. $24. Both published by Noyes Data Corp.

The aim of the directory of European companies is to describe the major industrial concerns of each country. The full name of each company and the street address of its main office or headquarters are given. This is followed by an indication of the main product or types of products manufactured by each company.

The second guide describes 234 large Japanese food and beverage firms plus 31 foreign food and beverage firms that operate in Japan, and gives some highlights on the Japanese food market and on foods indigenous to Japan.

Write: Noyes Data Corp., Noyes Bldg., Park Ridge, N.J. 07656.

How to do Business in Japan: A Guide for International Businessmen. By Boye De Mente. Published by the Center for International Business. 230pp. $6.95.

This handbook on doing business in Japan on a person-to-person and day-to-day basis concentrates on the personal factors that make up the essence and form of Japan's unique business system. It analyzes the psychological frame of reference from which the Japanese businessman operates, and the mechanics of his tradition-bound, yet highly effective system.

Write: Center for International Business, 900 Wilshire Blvd., Suite 930, Los Angeles, Calif. 90017.

World Markets of Tomorrow. By Fremont Felix. Harper & Row. 364pp. $14.95.

A largely statistical attempt to rebut the conclusions of the recent Club of Rome report on "The Limits of Growth." Economic data and projections through the year 2020 A.D. have been assembled for 186 nations and economic entities.

Data given include: total and arable areas, projected population increases, per capita GNP, probable college attendance, index of growth vs. investment ratio, natural resources, inflationary performances of leading countries, present and prospective energy usage, and how 'have' nations can aid the 'have nots.'

The author concludes that, although there will be some restraints to future growth, the proponents of zero economic growth have not proven their point.

Write: Harper and Row, Inc., 10 East 53rd St., New York, N.Y. 10022.

The Potential for Joint Ventures in Eastern Europe. By Robert S. Kretschmar Jr. and Robin Foor. 153pp. $15.

This guide for Western firms considering, or already engaged in, joint ventures in Eastern Europe describes the experiences of industrial and service companies involved in cooperative agreements and joint ventures there, analyzes incentives and the climate for investment, points out pitfalls involved, and identifies probable locations for future ventures.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

The Growth, Location, and Structure of Industry in Egypt. By K. M. Barbour. 222pp. $16.50.

An analysis of the structure of the Egyptian industrial sector, this book traces its growth and diversification, relationship with population and natural resources, concentration, and degree to which growth poles exist. Breaks down industries by number, location, fixed capital investment and employment. Includes analysis through 1971 of the impact of nationalization on most major segments of the economy.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Calendar For World Traders

Nov. 28-30 — New York — East-West Trade Consultation Conference, World Trade Institute.

Nov. 29 — Chattanooga — Export marketing conference, Read House, 9 a.m.-4 p.m. Sponsors: REEC, Atlanta Field Office.

Nov. 30 — Chicago — International Monetary and Trade Outlook Conference, Conrad Hilton, 9 a.m.-9 p.m. Sponsor: Chicago Mercantile Exchange.

Dec. 1-2 — Los Angeles — Seminar on the problems of investing in developing countries. Beverly Hilton Hotel. Sponsor: Practicing Law Institute.

Dec. 5—Atlanta—Agricultural export seminar, Sheraton-Biltmore, 9 a.m.-3:30 p.m. Sponsors: Georgia Dept. of Agriculture.

Dec. 11 — San Francisco — World Trade and Maritime Luncheon.

Dec. 13—New York—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

Dec. 14—New York—Overseas Automotive Club luncheon and meeting, Summit Hotel, noon.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects and notices of U.S. visits by foreign buyers.

Licensing, Investment Abroad

CZECHOSLOVAKIA—According to the country's authoritative foreign trade publication, Czechoslovakia is very much interested in broadening the scope of its **licensing arrangements with Western firms.** American companies interested in negotiating patent and licensing arrangements with Czech authorities should write POLYTECHNA, Vaclavske Namesti 8, Prague 1. Attn: Ing. Ivan Sronek. P-72697.

PAKISTAN—According to a semi-governmental development agency a number of **high priority future investment projects** are scheduled in Pakistan's Baluchistan, Northwest Frontier, Punjab and Sind provinces. Baluchistan projects include cement, LPG, coke and coal washing, metallurgical coke, and woolen mills. Northwest Frontier projects are kraft pulp and cement. Punjab lists natural gas fertilizer, heavy electricals, chemicals, and sponge iron and mild steel. Sind projects are cotton textile machinery, bagasse base newsprint, petrochemicals, sugar mills, and insecticides-pesticides. Full details are available from West Pakistan Industrial Development Corp., PIDC House, Dr. Ziauddin Ahmed Rd., Karachi. Attn: Mohammad Anwar Khan, general manager, planning. P-72699.

0910—NIGERIA—Ministry of Industries seeks joint ventures to establish a **shrimp fishing company and a deep sea fishing company.** Nigerian participation, including government and private, is to be not less than 60 percent equity for the shrimp company and 51 percent for the deep sea fishing company. Initial operations envisage about twenty vessels of not more than 160 gross tons for the shrimp venture and five vessels of about 2,000 gross tons each for the deep sea fishing company. Two local firms are interested in cooperating with American companies on the projects. Proposals are to be submitted before December 31. Detailed information is available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72701

2452, 3079—YUGOSLAVIA—Major manufacturer of electric household appliances seeks U.S. partner to produce **prefabricated single family houses.** Planning output of 8,000 homes annually, about half for export to Austria and West Germany. Unit to have 2-3 bedrooms with 120 square meters of living space, made of plastic or wood suitable for continental climate. Average cost estimated at $22,000 each. Foreign participation, essentially in equipment and know-how, valued at about 49 percent of total investment of $9 million, is desired. Eng. Kovacic, "GORENJE", 63320 Velenje, Celjska 5-A, Yugoslavia. P-72671.

2519, 2655—FRANCE—Long-established affiliate of large international group headquartered in Luxembourg seeks licenses for manufacturing **fibre cans, tubes, drums and similar products (including bins and storage pallets) and laminated plastic and cardboard furniture.** Currently manufactures plastic floor coatings, wall coating, carpets, cardboard packaging and similar products. Employs 800. Mr. J. Fassotte, Balamundi-France S.A., 59780 Baisieux, France. WTD. P-72667.

2647—JORDAN—License to manufacture **toilet tissue.** Seeks technical know-how, supply of raw materials. Will purchase modern automatic tissue production machinery. Abdul Majeed Faouri, Arab Sanitary Paper Converting Co., P.O. Box 38, Amman. P-72700.

2834 — IRELAND — Largest Irish producer of **ethical veterinary pharmaceuticals** seeks to expand. Interested in licenses or joint venture. Wants to manufacture products allied to present line. Facility located near Dublin, ample labor available. Dr. D. V. Dolan, Director, Hedleys Laboratories Ltd., Baldoyle Road, Sutton, Dublin. WTD. Further details including product literature available from the Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72666.

3272 — CZECHOSLOVAKIA — Licenses for production of **modular concrete units for multi-story apartment buildings** are sought by the Czech Ministry of Construction. Each unit to contain 2½ x 9 meters of floor space and be completely finished. Ing. Vladimir Matejka, Advisory Board for Mechanization and Automation of Construction (PSMAS), Vaclavske Namesti 55, Prague 1. P-72673.

3433 — FRANCE — Manufacturer of equipment for mechanical and metalworking industries seeking licensing rights for making **incinerators in order to diversify present operations.** Company started in 1947, employs 150 and reports sales of $3.3 million in 1970. Rene Preault, President and General Manager, Ets. Preault S.A., 108 Quai de Jemmapes, 75010 Paris. WTD. P-72672.

3469, 3499 — BELGIUM — A leading manufacturer of flatware is seeking licensing proposals for **household and industrial items** in the metal working field from American firms. Capital and management participation is not desired. Firm founded in 1896 and is 100%-controlled by the Dutch GERO group. Write: Joseph 't Seyen, managing director, REPPEL N.V., Grote Baan 4, 3598 Bocholt, Belgium. WTD. P-72674.

3494 — UNITED KINGDOM — Seeks licenses to produce **industrial electro hydraulic servo valves, pressure maintaining valves, and associated equipment.** Present hydraulic products include electro hydraulic servo, solenoid, pressure relief and pressure reducing valves for aircraft applications; various selector and control valves for marine application. Established in 1946; employs 1,450. W. E. Morris, technical marketing manager, Normalair-Garrett Ltd., Yeovil, Somerset, England. P-72668.

3548 — UNITED KINGDOM — Manufacturing rights for **wire winding, working machinery or any kind of wire processing equipment.** Presently produces wire winding machines; represents American manufacturers of wire stripping and coil pulling machines. P. F. Whitelegg, managing director, Frank Whitelegg (Mfg.) Ltd., 304 High St., Sutton, Surrey, England. P-72665.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

3559 — SWITZERLAND — Well known manufacturer of milling machinery, waste disposal equipment and materials handling systems seeks to expand into **advanced water treatment** field. Wants licenses for processes and equipment involving reverse osmosis, treatment of sludge (regeneration, recirculation) and sludge conditioning. Also special devices for treating solid waste contained in waste water. Firm has developed new sludge disposal system. Employs around 4,700. Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72675.

3585—GERMANY—Manufacturer of **air heaters and separators, air conditioning units, blowers and exhaust fans seeks licenses.** Wants to make additional products for this industry. Established 1961, employs 100. Aeromatik-Apparatebau GmbH & Co. KG, P.O.B. 5, 517 Juelich, Germany. Product brochures in German are available from the Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72664.

3622 — IRELAND — Licensing or joint venture arrangements sought by producer of **process control, electronic and electro-mechanical equipment in the general field of industrial controls.** Sister company does light engineering from sheet metal work to precision toolmaking. Firm is part of an industrial group, employs over 300 and has annual sales of around $600,000. Research and Production Ltd., 46 Marrowbone Lane, Dublin 8. Attn: R. C. G. Slazenger. WTD. P-72669.

3732—TURKEY—Producer of fiberglass bodies for automobiles proposes licensing and technical know-how arrangement or joint venture to manufacture **fiberglass boats, ranging from small pleasure craft to such larger hulls as coastal patrol boats.** Firm, which is securing larger supplies of glass mat, would like licensor to handle export marketing of finished hulls, with or without rigging. KOC Holding A.S., Meclisi Mebusan Caddesi, Findikli, Istanbul. Attn: Tanju Koseoglu, Industry Coordinator. P-72698.

4222 — CAYMAN ISLANDS — British firm seeks company to conduct feasibility study, install and manage **cold storage and general warehouse operation.** Has interest in a turtle farm which slaughtered first harvest in September. Production should reach 60,000 lbs. monthly. Almost 100% of the meat will be exported. While turtle meat will be nucleus of operation, expansion into storage of frozen goods imported from the U.S., storage at cold and ambient temperatures and food wholesaling is envisaged. Equity participation open to negotiation. Contact Keith Norman, regional director, Commonwealth Development Finance Co., Ltd., Imperial Life Building, 60 Knutsford Blvd., Kingston 5, Jamaica. P-72696.

Sudan Passes Investment Law

On Oct. 15 the Government of Sudan passed "The Development and Promotion of Industrial Investment Act" outlining conditions and incentives for investment in the Sudan. Copies of the unofficial translation are available from the Office of International Finance and Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72670.

Firms In Dutch Province Offer 20 Licensing, Investment Proposals

The Province of Groningen's Industrial Development Committee has provided the American Consulate General in Amsterdam with details of twenty investment and licensing opportunities in the Netherlands' northernmost province. Most of the companies involved are close to air, rail and highway connections to Germany and the European Common Market. Ample labor is reportedly available and most of the firms can provide capital, land and buildings. Special government subsidies are also available.

Further information, including the names and addresses of the Dutch companies involved, is available to interested investors or licensors from Dr. H. Verschoor, Committee Industrial Development Groningen, Turfsingel 65, Groningen, Holland. Be sure to specify project number.

1711, 1761—License or joint venture proposed for expansion and diversification of firm operating **sheet metal and perforating plant,** producing radiators and perforated metals. Founded in 1871, the firm employs 450 and has 30 acres of unused industrial land in addition to 25,000 sq. meters of building floorspace. Annual sales approximately $7.5 million. **Project B 10-1.**

2440—Manufacturer of wooden pallets, timber shelving and small containers seeks licenses or representation for new products such as **interior transport materials, store and house decorations.** Established in 1938, employs 120 and has annual turnover of $2 million. **Project D 10-1.**

2500-3433—Manufactures steel furniture, **air heaters, bending machines and radiators.** Established 1945, employs 800, and has annual turnover of $7.8 million. Seeks licenses, joint venture or representation. **Project B 10-2.**

2611, 2631—Old established producer of **sulfite pulp integrated with folding boxboard** offers joint venture, not excluding majority participation, leading to forward or backward integration and diversification for expansion of current European markets. Has sales agents in other EEC countries and Switzerland. **Project A 10-4.**

2640, 2750—Well established family-owned moderate-sized company producing full line of **paper office supplies, equipment and printing** seeks expansion through licensing, joint venture or other manufacturing or distribution arrangements. **Project A 10-1.**

2645 — Moderate-sized family-managed company operating **cardboard mill** seeks joint venture to broaden product line. Current $2.4 million annual sales to broad European market. **Project A 10-3.**

2650—Growing, well-established, closely-held company specializing in **luxury packaging materials** manufactured from straw and waste paper seeks diversification through licensing, capital participation or takeover. **Project A 10-2.**

2850—Paint manufacturer seeks licenses to make additional items. Produces **paints, varnishes, lacquers and putty.** Operates two plants, employs 65. Has own sales staff. **Project E 10-1.**

3079—Producer of **plastic molds** seeks U.S. participation. Primarily contractor to electronic and electrical industry. Affiliate of metals firm. **Project C 10-1.**

3325—Small, modern mechanized foundry, started in 1890, is seeking a partner interested in establishing operations in the Common Market. Desires expansion in **new product lines, especially those using castings.** Present sales approximately $700,000 annually, employs 60. **Project B 10-3.**

3411—A long-established metal products firm is seeking licenses for **new products in the metal or plastics fields.** Present sales are $2 million, including exports to other European countries and South America. Company now produces milk cans, tanks, and buckets of metal and stainless steel as well as welding shields, safety helmets, wheelbarrows and fodder trays of plastics. **Projects B 10-10.**

3441, 3443—Established metal working company now producing **grinding machines, hammer mills, conveyors, elevators and pressure tanks** seeks licenses or a joint venture for new products in order to diversify its activities. Company employs 75 and has annual sales of approximately $750,000. **Project B 10-5.**

3443—Seeks manufacturing rights for **heat exchangers, coolers, heaters, pressure vessels, tanks and autoclaves.** Presently produces equipment for the chemical, petrochemical, pipeline and food industry. Employs more than 200. Markets primarily in the Netherlands, has some export business. **Project B 10-8.**

3522, 3623—Licensing or joint venture arrangement sought by producer of welding equipment electrodes, multi-operator transformer sets and environmental incubators to manufacture **auxiliary equipment and environment incubators.** Firm is interested in diversification, employs 140 plus 16 salesmen, exports to 52 countries and has annual sales around $2.25 million. **Project F 10-1.**

3551 — Manufactures **complete factories for production of starch from potatoes, manioc, arrowroot, yucca, and similar items,** including washing installations, rasp sieves, separators, vacuum drum **filters, pulp presses, pneumatic dryers,** bolting machines, bagging and weighing units and hoists. Established in 1880, employs 90, and has annual turnover of $600,000. Licensing or joint venture sought for expansion. **Project B 10-6.**

3552 — Manufactures **shuttles, picking sticks for looms and other accessories** for textile trade from veneers, impregnated with synthetic resins. Established in 1919, employs 120, and has annual turnover of $800,000. Technical assistance or joint venture for expansion sought. **Project D 10-2.**

3553—Manufacturing rights for **woodworking machinery** requested. Produces all types of woodworking equipment. Exports to Germany, Switzerland and Scandinavia. Employs 80. **Project B 10-11.**

3559—License or joint venture to **manufacture new machinery.** Currently designs and produces wide range of industrial machinery. Includes paper equipment, evaporators, presses, tanks, filters and pumps. Employs 350, ample room for expansion. **Project B 10-7.**

3559—Licenses to manufacture **equipment for the chemical industry or stamps and dies for processing plastics.** Current products include hydraulic presses, pumps, special tools and dies. Works with metal and plastics. Established 1897, employs 60. **Project B 10-4.**

3585—License or joint venture to make **equipment for the air conditioning and/or refrigeration industry.** Specializes in production of refrigeration equipment. Product line includes evaporators, condensors, liquid coolers and fittings. Employs 230; exports 20 percent of production. **Project B 10-9.**

Morocco Issues Jan. 4 Tender For Construction, Equipping Of Pumping Station at Dam

Morocco has issued a tender for a 600-liter-per-second pumping station at the Bou Regreg Dam now under construction. The project includes civil engineering, supply and installation of electromechanic and hydraulic equipment, supply and installation of electrical equipment, and dismantling, transportation and reassembly of electromechanical, hydraulic and electrical equipment. There is no tender number; it is referred to as "Concours pour la Station do Pompage du Bou Regreg."

Bid deadline is January 4.

Offers must include technical references on works of similar nature and magnitude completed by the bidder, as well as financial references. A deposit of a temporary guarantee equivalent to $2,200 is required. Specifications are available for $66 at the Office National de l'Eau Potable, Division de l'Amenagement de l'Adduction du Bou Regreg, Quartier Administratif, Rabat, Morocco. Correspondence is preferred in French.

French School For Deaf Needs Audio Equipment

The City of Toulouse is looking for American companies capable of supplying an audio system for installation in a new school for deaf children (ages 3-6). Such a system would be used in a classroom, and would include a main receiver-transmitter, and auxiliary receiver-transmitters. Four classes of ten children are envisaged. U.S. companies should be in a position to install equipment and provide after sales service. Interested companies should write to: Mairie De Toulouse 17 Place De La Daurade, 31048 Toulouse Cedex, Attention: L'Architecte En Chef.

Czech Agriculture Ministry Seeks Dairy Farm Machinery

The Czechoslovak Ministry of Agriculture is interested in purchasing equipment related to the housing, feeding, milking, and general upkeep of cattle on intensive dairy farms. These new farms will each run between 600 and 2,000 head of spotted red and whites. Interested firms are requested to send descriptive literature to the Czechoslovak Ministry of Agriculture, Tesnov 65, Prague N. Mesto, Czechoslovakia.

Developing Nations Request UNDP Assistance On 38 Projects

The United Nations Development Program recently initiated a new system for reporting projects in the developing countries.

The UNDP's integrated country programs consist of many and varied projects that are to be implemented within a fixed time span, normally within four years from time of final approval. Once the overall Country Program has been approved by the UNDP's Governing Council, the UNDP Director is authorized to approve individual projects when they are submitted. To date, only thirty-five nations have submitted a country program under this new system (See **Commerce Today, Aug. 21, 1972**). Individual projects for the remaining countries will continue to be reported separately.

Projects listed below are preliminary requests from respective countries for UNDP consideration. There is no certainty that these projects will be approved. They are being published for the first time in order to allow U.S. firms to make preparations to act if they should be approved and to provide advance data concerning the intentions of the developing country.

Summaries for the following preliminary requests are available, to U.S. firms only, from the Trade Opportunities Division, Office of Export Development, BIC-831, U.S. Department of Commerce, Washington, D.C. 20230. Please include the project number and country name when requesting summaries.

DP/SF/ARG/71/548 — ARGENTINA: Unofficial request for assistance in the recovery of **alfalfa productivity.**

ARG/71/549/A/01/15—ARGENTINA: Assistance in the establishment of a **civil aviation training center at Ezeiza.**

BUL/71/510/B/01/37 — BULGARIA: **Research institute for instrument design.**

BUR/71/520/A/01/14 — BURMA: Strengthening of **education and training of health manpower.**

CEY/72/27/A/01/12 — SRI LANKA (CEYLON): **Sericulture development.**

CHI/72/004/A/01/11—CHILE: **Small-scale industries.**

DP/EGY/64/501 — ARAB REP. OF EGYPT: Assistance in completing the **vocational training scheme for the Egyptian railways (phase II).**

EGY/72/008/A/01/01 — ARAB REP. OF EGYPT: Assessment of the **mineral potential of the Aswan Region.**

GUA/72/011/A/01/01 — GUATEMALA: **Ground water studies.**

HUN/71/511/A/01/01 — HUNGARY: **Regional development planning.**

HUN/71/510/C/01/01 — HUNGARY: International **computer education center.**

HUN/71/504/C/01/13 — HUNGARY: National center for **audio visual media and emthodology.**

IND/72/030/A/01/37—INDIA: Development of the **Indian Institute of Packaging,** Bombay.

IND/72/582/A/01/12—India: **Farmer training and functional literacy.**

IND/72/037/A/01/20 — INDIA: Advanced **telecommunication training center,** Ghaziabad.

IND/72/B/01/01 — INDIA: **Mineral exploration and development** in Tamil Nadu.

IRA/72/001/A/01/11—IRAN: Assisting the Ministry of Education in strengthening **rural vocational training.**

IRA/72/024/A/01/11 — IRAN: **Vocational training and implementation of the Industrial Training Law.**

IRA/72/003/C/01/40 — IRAN: Strengthening the **export promotion center.**

IRA/70/041/C/01/15 — IRAN: Assisting the **Iran Civil Aviation Training Organization.**

JOR/71/534/A/—JORDAN: **Training economic development planners.**

MAL/72/004/A/01/11 — MALAYSIA: **Vocational training planning team.**

MAL/72/006/A/01/12 — MALAYSIA: Strengthening **crop protection** service in West Malaysia.

MAL/72/011/A/01/13 — MALAYSIA: Educational Media Service — **University of Science.**

MAL/71/003/B/01/13 — MALAYSIA: **Educational development center.**

PHI/72/004 — PHILIPPINES: Assistance to the **institute of planning** of the University of the Philippines.

PHI/72/005 — PHILIPPINES: **Vocational and pre-vocational training.**

QAT/72/002/A/01/11 — QATAR: **Vocational training** scheme.

ROM/72/001/B/01/18 — ROMANIA: **Development of nuclear technology.**

WES/72/007/A/01/12 — WESTERN SAMOA: **Strengthening the Department of Agriculture.**

SUD/72/020/A/01/11 — SUDAN: National **vocational training** scheme.

SYR/72/545/A/01/13 — SYRIAN ARAB REPUBLIC: **Professional Institute for Petroleum and Minerals.**

URT/72/009/A/01/12 — TANZANIA: **Tick control.**

DP/SF/URU/71/521 — URUGUAY: Establishment of a quality control department for **leather and leather products.**

DP/SF/URU/69/512 — URUGUAY: Assistance to the Centro de Productividad del Uruguay in a program for **industrial development.**

RAS/72/078/A/01/01 — KHMER REPUBLIC; LAOS, THAILAND AND THE REPUBLIC OF VIETNAM: Institutional support to the **Mekong Committee, Phase IV.**

GLO/72/009/A/01/31—GLOBAL: Research and training in the development in **high lysine maize—Phase II.**

GLO/71/013/B/01/31—GLOBAL: Research and training for development of improved **sorghum and pennisetum millets.**

These projects represent unofficial and official requests from member Governments and do not reflect the views of the UNDP on their merits.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-831, and units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) means that additional information may be borrowed by U.S. firms from the individual division of BDC. Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-976, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Fruits, tree nuts

01790—ITALY—Dates. Lanza, Annibale (I, D, R), Via Canevari 2 R., 16137 Genoa. WTD 5/72.

Fish hatcheries, preserves

09210—ARGENTINA—Fish eggs (probably trout) from hybrid fish. Availability, egg cost, breeding process applicable, equipment needed, and expected maturation time. Requests replies in Spanish. Sr. Guillermo Bertello (farmer-rancher), Liniers 646, Cofico Cordoba. WTD in prep.

09120 — ITALY — Finfish, particularly tuna, frozen. Giolfo & Calcagno S.P.A. (I, D, R), Via Ovada 1, Voltri, 16158 Genoa. WTD in prep.

Canning, preserving foods

20310 — FRANCE — Canned fish—Tuna: albacore, white without seasoning, white in oil, shredded in oil, shredded in oil and tomato sauce; sardines: in oil, in tomato sauces; drag net fish, quantity: 3,500 m.t. (gross rate). Erika International Corp. S.A. (I, D, exporter), 4-8, Rue Guynemer, 31200 Toulouse. WTD 9/72.

20330—GERMANY—Canned fruits, vegetables. Attn: Carl Helmuth Mantus, Herr Mantus (I, A), 43 Essen 14, Eschenburg 29. WTD 10/72.

20340 — ITALY — Lyophilized powdered tomatoes and dehydrated powdered tomatoes in large quantity over 300 m.t. B.S.B. Italia S.P.A. (I, A, D), Via Venti Settembre 2/27, 16121 Genoa. WTD in prep.

20362—FRANCE—Fresh fish — Tuna: entire fish, fish without guts or fish without head: "hyelophile," white, albacore, "siejac ventre raye"; weight: 25-30 kg each; quantity: 750 m.t. Erika International Corp. S.A. (I, D, exporter), 4-8, Rue Guynemer, 31200 Toulouse. WTD 9/72.

Bakery products

20520—BAHAMAS—Small packed and large packed cookies—sweet and plain. Bill Curry Enterprises Ltd. (I, A, D), P.O. Box N-8766, Nassau. WTD in prep.

Confectionery

20710 — BAHAMAS — Small and large packets of candies; candies packed in one lb. and eight-lb. bags. Bill Curry Enterprises Ltd. (I, A, D), P.O. Box N-8766, Nassau. WTD in prep.

20722 — BAHAMAS — Chocolate bars, chocolates sold in bags. Bill Curry Enterprises Ltd. (I, A, D), P.O. Box N-8766, Nassau. WTD in prep.

Beverage industries

20874—BOLIVIA—Soft drink powders, tablets for flavor. Correspondence in Spanish & English. Kattan y Cia. Ltda. (I), Casilla 2696, La Paz. Cable address: Kattan. WTD 7/72.

20874 — FRANCE — Flavoring agents, food colorings. Direct purchase & agency. Europe Transactions (I, D), 30, Rue de Mulhouse, 67100 Strasbourg. WTD 10/72.

20874—ITALY—Vegetable colorants to be used in processing of tomato paste; should be of the type reportedly obtained from tomato skin. D.S.B. Italia S.P.A. (I, A, D), Via Venti Settembre 2/27, 16121 Genoa. WTD in prep.

Food preparations

20951 — GERMANY — Raw coffee. Carl Helmuth Mantus, Attn: Herr Mantus (I, A), 43 Essen 14, Eschenburg 29. WTD 10/72.

20992—BAHAMAS—Potato chips, plain and flavored; all bag sizes. Possible agency. Bill Curry Enterprises Ltd. (I, A, D), P.O. Box N-8766, Nassau. WTD in prep.

Girls', children's, infants' outerwear

23690—JAPAN—High quality and fashion children apparel for girls, boys, sizes 2-5. Shin Nihon Tussho Co., Ltd. (R), Nihonbashi Asahi Seimei Bldg., 2 Tori 2-Chome Nihonbash, Chuo-ku, Tokyo. WTD in prep.

Sawmills, planing mills

24212 — GERMANY — Dressed lumber from east and west coast of U.S. Trimex Trierer Holz-Import-Export Handels Ges. mbH. (I, D, M), P.O.B. 180150, 5000 Trier-Ehrang. WTD 10/72.

Wood products

24911—MEXICO—Treated wooden crossties, acting as agent distributor for American supplier in sales to Ferrocarriles Nacionales de Mexico, which is currently engaged in replacing 2.5 million ties in system. Deksa, S.A., Ing. Jorge Parra, Gen. Mgr. (D, I), Nuevo Leon 159, Mexico 11, D.F. WTD 8/72.

Partitions, shelving, lockers, office, store fixtures

25410—GERMANY—Store fixtures, new to market and imaginative. Display International Schwendiger & Co., Attn: Mr. Bodo Recker (M, designer), Eckenberger Str. 4, 51 Aachen. WTD 10/72.

Paper mills

26214—SPAIN—Book paper. Elhogar y La Moda, SA. (publisher), Diputacion, 211, Barcelona 11. WTD 11/72.

Converted paper, paperboard products

26440 — ITALY — Wallpaper; especially vinyl coated but not self adhesive. Direct purchase & agency. Parati Dieffe (I, D, R), Corso Regina Margherita 194, 10152 Torino. WTD 11/72.

Industrial chemicals

28152—ITALY—Synthetic colorants for use in manufacturing and processing tomato paste concentrate. D.S.B. Italia S.P.A. (I, A, D), Via Venti Settembre 2/27, 16121 Genoa. WTD in prep.

28181 — ECUADOR — Cyclic additives, gasoline; cyclic additives, lubricating oil. Prices requested. Importadores Asociados de Repuestos, Automotrices Cia. Ltda. Attn: Ricardo G. Suarez (I, D, R), P.O. Box 859, Guayaquil. WTD in prep.

28181 — SPAIN — Enzymes for human use. Offers from manufacturers only. Pharmax, S.A. (I, D), Londres, 37—Entlo. 5A., Barcelona 15. WTD 10/72.

28183 — BOLIVIA — Perfume materials. Correspondence in Spanish & English. Kattan y Cia. Ltda. (I), Casilla 2696, La Paz. Cable address: Kattan. WTD 7/72.

28185—FRANCE—Tartaric acid — 100 tons. Erika International Distribution Corp., S.A. (I), 48 Rue Guynemer, 31200 Toulouse. WTD 9/72.

Synthetic materials

28211—MEXICO—High density polyethylene, melt index 18, requires 20 tons per mo. Information on prices, delivery, form of payment, name of representative if any in Mexico; quotations on guaranteed first class materials and on off-grade materials. Armher de Mexico, S.A. (D, M), Apartado Postal 39037, Mexico 9, D.F. WTD in prep.

28213 — MEXICO — Polypropylene, melt index 10-12, requires 20 tons per mo. Information on prices, delivery, form of payment, name of representative if any in Mexico; quotations on guaranteed first class materials and on off grade materials. Armher de Mexico, S.A. (D, M), Apartado Postal 39037, Mexico 9, D.F. WTD in prep.

Drugs

28313—SPAIN — Immunogammaglobulin serums for human use. Replies from manufacturers only. **Pharmax, S.A.** (I, D), Londres 37—Entlo. 5A., Barcelona 15. WTD 10/72.

28331 — FRANCE — Antibiotics for feed supplements, food preservation. Direct purchase & agency. Europe Transactions (I, D), 30, Rue de Mulhouse, 67100 Strasbourg. WTD 10/72.

28331—SPAIN—Antiobiotics for human use. Offers from manufacturers only. Pharmax, S.A. (I, D), Londres 37—Entlo, 5A., Barcelona 15. WTD 10/72.

28347 — FRANCE — Vitamin nutrient preparations. Direct purchase & agency. Europe Transactions (I, D), 30, Rue de Mulhouse, 67100 Strasbourg. WTD 10/72.

Paints, varnishes, lacquers, enamels

28511 — IRAN — Traffic paint, durable. MGS Co. Ltd. (I, D, A), 70 Meykadeh Ave., P.O. Box 12/1312, Tehran. WTD in prep.

Gum, wood chemicals

28611—INDIA—Pine oil for flotation of copper from copper ore. Estimated requirements fifty tons per yr. Price c.i.f. Calcutta. Specifications: steam distilled pine oil for flotation purpose, standard metallurgical grade as per typical specification: specific gravity at 15.5 degree C, 0.935; refractive index at 250 degree C, 1.481; moisture, 0.4 per cent; flash point (Cleveland open cup), 190 degree F; tarpene alcohol content, 93 percent; distillation: 5 percent—207 degree C; 10 percent—210; 20 percent—212; 50 percent—217; 90 percent—222; 95 percent—225. Indian Copper Corp., Ltd. (M), Industry House, 10 Camac St., Calcutta 700017, West Bengal. Attn: A. K. Bose, Purchase Officer.

Agricultural chemicals

28790—GREECE — Insecticidal, fungicidal, herbicidal preparations for agricultural use. Direct purchase & agency. Profarm EPE (I, D, A), 13 Frangon St., Thessaloniki. WTD 9/72.

Petroleum refining

29110—GREECE—Paraffine for wax industry. Constantinos Tahoyannis (I), 50 Olympiou Diamandi St., Thessaloniki. WTD in prep.

Products of petroleum, coal

29920—ECUADOR—Brake fluid, hydraulic. Prices requested. Importadores Asociados de Repuestos Automotrices Cia. Ltda. Attn: Ricardo G. Suarez, Gen. Mgr. (I, D, R), P.O. Box 859, Guayaquil. WTD in prep.

Plastic products

30798—SPAIN—Synthetic materials for manufacture of watch straps. Ferrer E Hijos, SRC (M), Corominas 7, Hospitalet de Llobregat (Barcelona). WTD 11/72.

Leather tanning, finishing

31111 — SPAIN — Leather for manufacture of watch straps. Ferrer E Hijos, SRC (M), Corominas 7, Hospitalet de Llobregat (Barcelona). WTD 11/72.

Flat glass

32113 — ITALY — Glass plates, over ¼ inch, having unusual characteristics for architectural and construction purposes including athermic glass and glass which changes color depending on exterior light intensity; house and office decorative glass plates, over one inch, including table top. Vetreria Aurelia (I, D, M), Via Sorriso 76-78 (Km. 1 Boccea), 00100 Rome. WTD in prep.

Glass, glassware

32293 — AUSTRALIA — Alkali resistant glass fibre rovings to be used as filler in concrete pipes. Descriptive material required. Toowoomba Foundry Pty. Ltd. (A, R, M, exporter), P.O. Box 109, Toowoomba, Qld. 4350. WTD 9/72.

Cut stone products

32811—JAPAN—Granite in rough block to be used for monuments, building materials. Yasuda & Co., Inc. (I, exporter), 22 Sugimura-cho 7-Chome, Kita-ku, Nagoya. WTD 5/72.

32813—JAPAN—Marble in rough block to be used for building materials. Yasuda & Co., Inc. (I, exporter), 22 Sugimura-cho 7-Chome, Kita-ku, Nagoya. WTD 5/72.

Steel mill products

33122 — MOZAMBIQUE — Hollow milled steel rods 145 mm external diameter and 75 mm internal diameter. Mendol, Sarl (M), P.O. Box 1318, Lourenco Marques. WTD 11/70.

33123 — ITALY — Hot rolled steel coils, plain or processed including galvanized, pickled, chequered. Ellegi-Sider S.P.A. (M), Via Carotti, Borzaga, 61033 Fermignano (Pesaro). WTD in prep.

33124—ITALY—Steel plates, maximum thickness, first and standard qualities; also packaged bright steel plates. Ellegi-Sider S.P.A. (M), Via Carotti, Borzaga, 61033 Fermignano (Pesaro). WTD in prep.

33127—ITALY—Cold rolled steel coils, including galvanized, pickled, chequered. Ellegi-Sider S.P.A. (M), Via Carotti, Borzaga, 61033 Fermignano (Pesaro). WTD in prep.

33127 — TOGO — Galvanized plin sheet iron in rolls; import annually from 3,000 to 4,000 metric tons. Various thicknesses needed: 0.15 mm, 0.17 mm, 0.2 mm, and 0.5 mm. Requests offers in form of proforma invoice in f.o.b. and c.i.f. Lome. Rene G. H. Guerard (I, M, R), Rue de la Paix, B.P. 522, Lome. WTD in prep.

Iron, steel foundries

33212—IRAN—Pipe & fittings, cast iron. Taliman Co. Ltd. (I, D, A), Takhte-Tavous Ave., 110 Amiratabak, P.O. Box 133, Tehran. WTD 10/72.

Primary smelting, refining of nonferrous metals

33390—SWEDEN—Magnetite anodes for catodic protection; firm has continuous need. Paul Bergsoe & Son AB, Attn: L. Hydbom (M, D, I), Box 164, S-261 22 Landskrona. WTD 6/72.

Rolling, drawing, extruding of nonferrous metals

●33500 — MALAYSIA — National Electricity Board of the States of Malaya, P.O. Box 1003 Kuala Lumpur, States of Malaya invites bids for the supply and erection of 15 kv and lower voltage power and auxiliary control cables and earthing system at TUANKU JA'AFAR Power Station, Port Dickson, 33 kv cables at PRAI Power Station, N.W. Malaysia and 132 kv cables at Kuala Lumpur (South) Substation. Tender no GB/2032/22 PRE. Bid deadline January 3. Copies of specifications available at Messrs. Preece, Cardew & Rider, Paston House, 165/167 Preston Rd., Brighton, BHI 6 AF, England at a cost of £10 for a set of four specification documents.

Metal stampings

34614 — BOLIVIA — Hospital utensils. Correspondence in Spanish & English. Kattan y Cia. Ltda. (I), Casilla 2696, La Paz. Cable Address: Kattan. WTD 7/72.

34620 — NETHERLANDS ANTILLES—Stockless bower anchors hall type, twice tared with certificate Lloyd's Register and material certificate of head and shank of each anchor: two anchors each 13,500 kg; two anchors each 12,300 kg; two anchors each 11,100 kg; one anchor 9,900 kg; two anchors each 8,700 kg; two anchors each 8,300 kg; one anchor 7,800 kg; one anchor each 7,000 kg. G. H. Palacios Agencies (I, A), P.O. Box 59, Willemstad, Curacao. WTD 5/71. Delivery 3-4 months or earlier; quotations c.i.f. Rotterdam.

Fabricated metal products

34941—ZAMBIA—Full line of valves (including stainless steel, gate and ball) ranging from 4 in. to 24 in. with capacity of approx. 150 to 250 P.S.I. Suppliers should send catalog, descriptive materials. Will not deal through South African agent. Supplier must be able to process orders immediately upon receipt. Zambital, Ltd. (A, D, R), P.O. Box 2465, Kitwe. WTD 11/72.

Farm machinery

35225 — TURKEY — Mechanical cotton pickers; small, tractor pulled. Also interested in saw gins. Catalogs, descriptive materials requested. Cengo Circir (I), Kinik, Antalya. WTD in prep.

35225 — TURKEY — Mechanical cotton pickers; tractor pulled, two row or four row. Catalogs, descriptive materials requested. Mustafa Bicakcigglu (I), Ataturk Bulvari No. 187, Turgutlu. WTD in prep.

Construction, mining, materials handling machinery, equipment

35310 — IRAN — Line-making machine, traffic. MGS Co. Ltd. (I, D, A), 70 Meykadeh Ave., P.O. Box 12/1312, Tehran. WTD in prep.

Metalworking machinery

35423—FRANCE—Extruding presses for metal profiles & tubes from rods. Erika International Corp. S.S. (I), 4-8 Rue Guynemer, 31200 Toulouse. WTD 9/72.

35482—FRANCE—Power driven drilling tools (electrical, hand-controlled, gun type). Erika International Corp. S.A. (I), 4-8 Rue Guynemer, 31200 Toulouse. WTD 9/72. 6,000 units needed per mo. (2 yrs.) plastic or aluminum body: drills: 10mm.

35482—IRAN—Tools, hand and power driven, metalworking. Taliman Co. Ltd. (I, D, A), Takhte-Tavous Ave., 110 Amiratabak, P.O. Box 133, Tehran. WTD 10/72.

Special industry machinery

●35520—EGYPT—Bids are invited by the General Organization for Industrialization, 6 Khalil Agha St., Carden City, Cairo, A.R.E., for the design, erection, equipping and start up of a new knitting plant to be built at Sanbellawein. Bid deadline is February 15. Tender documents with instructions for bidding are available on a loan basis from U.S. Department of Commerce Transportation and Capital Equipment Division, Washington, D.C. 20230 ★(202-967-5589).

35550 — SOUTH AFRICA — Machinery, equipment, raw materials for printing, packaging industry. Direct purchase & agency. Press Supplies Ltd. (I, D), 46-48 Commercial St., P.O. Box 2401, Cape Town, Cape Province. WTD 10/72.

35552—ISRAEL—Printing plant to produce bank checks. Including MICR usage. Plant capacity: 500,000 to 5 million checks per mo. P.D.C. Israel Ltd. (I, M, D), Gav Yam 9, Industrial Area, Ashdod. WTD in prep.

35593 — ECUADOR — Plastics molding equipment, complete, to produce ¼ lb., ½ lb., and 1 lb. shortening containers, and ½ qt. and 1 qt. cooking oil containers. Output not yet decided upon. Catalogs, prices requested. Oleica S.A., Attn: Carlos Pian, Mfg. Mgr. (D, M), P.O. Box 3228, Guayaquil. WTD 6/71.

35595—HONDURAS—Rock cutting and polishing machinery, 220 v., 60 cycle A.C. for making stone building blocks. Complete specifications requested. Ing. Raul Flores Guillen, Ingeniero de Estudios Geologicos, Empresa Nacional de Energia Electrica (ENEE) (autonomous government agency), Apartado 99, Tegucigalpa.

35595—VENEZUELA—Ammunition and explosives-loading machinery and equipment. Shotgun shells 3 calibers: 12, 10, 16. Catalogs, descriptive materials requested. Sistemas de Seguridad Integral, Attn: Mr. Juan Horea P. (Would be partner in firm to be established), (A, M), Edicicio Moderno, Apto 9-A, 2A Avenida Las Fuentes, El Paraiso, Caracas 102. WTD in prep.

General industrial machinery

35612—BOLIVIA—Pumps motorized, for agriculture: for three inch, four inch and five inch pipes; spare parts for each item. Correspondence in Spanish. Commercial Fefito (I), Casilla 1720, Cochambamba. WTD 10/72.

35690—FRANCE—Centrifuge machinery for non-ferrous metals. Establissements Mecafond (I, M), B.P. 11, 42-Terrenoire. WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

22110 — NORWAY — 1,000 dozen sheets, no-iron percale alternatively muslin 72 x 104"; 1,000 dozen pillow slips, no-iron percale alternatively muslin 42 x 38". Urgent procurement of products necessary for delivery to Norwegian cruise ship. Elinar Bergsland (I, A, D), Dramsveien 20 C, Oslo 2. WTD 2/72.

26611 — AUSTRALIA — Mineral fiber board ceiling tiles; recessed profile, mineral fiber, five-eighths-inch thick, with exposed surfaces pre-painted with vinyl latex paint to selected color before delivery. Sizes: 2'0" x 2'0"; 2'0" x 2'8"; 2'8" x 2'8"; quantities: 59,000 off; 91,000 off; 43,000 off; amounts required in sq. ft.: 236,000; 485,000; 305,000. Cemac Brooks Victoria Pty. Ltd. Attn: P. G. Watts (M, D), 132 Little Collins St., Melbourne 3000. WTD in prep. Firm requires quotations, actual samples of tile no later than Dec. 15. Tile sizes must be adhered to. Metal suspension system not required, but full description of normally used suspension system should accompany quotations, samples. Prices may be quoted in US$, Australian $ or British sterling. Prices quoted both f.o.b. nearest port as well as c.i.f. Melbourne.

34412 — ISRAEL — Steel fly-over dismountable (temporary) bridges, 3 and 4 lanes. Know-how, technical assistance required. Submit replies by Telex or Cable. Speed in replying essential. Koor Metals Ltd. (M), P.O. Box 1944, Tel Aviv. Attn: S. Holz, Marketing Mgr. Telex: 33758-Koor; Cable: Hamat/Holon. WTD in prep.

35540 — JORDAN — Modern automatic production machinery for manufacturing sanitary and toilet paper. Requests descriptive literature, earliest delivery date. Arab Sanitary Paper Converting Co. (I, M), P.O. Box 38, Amman. WTD in prep. Cable address: Faouri Amman.

35741 — FRANCE — All types of electronic calculating machines. Agency sought. Societe Bureaumeca (I, A, D), 30, Rue d'Armaille, 75017 Paris. WTD in prep.

Service industry machinery

35850 — GERMANY — Heat transfer equipment; air conditioning equipment. Lufttechnischer Service, Attn: Herr von Lengerich (D, M), 4986 Roedinghausen-Bruchmuehlen 2, Postfach 32. WTD 9/72.

Electric transmission, distribution equipment

36113 — NETHERLANDS — Electric recording instruments and equipment for clinical and laboratory use. Exclusive representations requested for Netherlands and/or Western Europe. High quality, sophisticated apparatus only. Depex N.V., Attn: A. J. Best (I, A, D), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 10/72.

Electrical industrial apparatus

36213 — GERMANY — Portable alternator-generators, 400-3,000 watts. Direct purchase & agency. Dolmar Maschinen-Fabrik GmbH., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

36220—LEBANON—Industrial electronic components comprising integrated circuits and logic circuits needed for manufacturing industrial control panels. Heating & Air Conditioning Enterprises (H.A.C.E.) (A, D, R), Kayssi Bldg., Georges Picot St., P.O. Box 5635, Beirut. WTD 12/71.

36231—INDIA—One unit high frequency tube welder of 50 kw to 80 kw capacity for use in manufacture of steel tubes. Requests immediate reply; hopes to complete purchase arrangements within two months. Khandelwal Mfg. Corp. Pvt. Ltd. (M), Khandelwal Industrial Estate, Bhandup, Bombay 400078. Attn: A. K. Khandelwal, Mng. Dir. WTD in prep.

36240 — THAILAND — Graphite anode plate, non-oil treated, 2 in. x 7 in. x 40 in. with gas holes and pin holes for electrolysis. Requests c.i.f. Bangkok prices, samples, literature. Quantity requirement 4,000 sheets/yr. Thai Chemical Industrial Co., Ltd. (M), Miramar Bldg., 777 Mahachai Rd., Bangkok. WTD in prep.

Household appliances

36343—GERMANY—Massagers for home use. Direct purchase & agency. Dolmar Maschinenfabrik GmbH., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

36343 — GERMANY — Men's household hair dryer-styler. Direct purchase & agency. Dolmar Maschinenfabrik Gmbh., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

36350—GERMANY—Gasoline or electrical powered lawn valet used as blower, vacuum and hose pickup. Direct purchase & agency. Dolmar Maschinenfabrik GmbH., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

36390 — GERMANY—Trash compactors for household — compacting trash into plastic-lined bags. Direct purchase & agency. Dolmar Maschinen-Fabrik GmbH., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70, WTD 4/71.

Electrical lighting, wiring equipment

36421—BOLIVIA—Electric lighting fixtures, residential. Kattan y Cia. Ltda. (I), Casilla 2696 La Paz. Cable Address: Kattan. WTD 7/72.

Radio, television receiving sets

36513 — ZAMBIA — Sound systems for drive-in cinema. Capacity 600 motor vehicles. Catalogs, descriptive materials requested. A. D. Naik (I, cinema operation), P.O. Box 2626, Lusaka. WTD in prep.

36513 — ZAMBIA — 35 mm projection units and sound systems for drive-in cinema; capacity 600 motor vehicles. Catalogs, descriptive materials requested. A. D. Naik (I, cinema operation), P.O. Box 2626, Lusaka. WTD in prep.

36514—KOREA—Tape recorders for use in classroom, A.C., 100-120 volts, 7-inch reel or up, 4 tracks with stereo and mono, 3¾ and 7½ IPS, and 12 watt output or up. Seeks f.o.b. quotations, catalogs with specifications. Seoul Special City Educational Research Institute (public educational organization), 76-1 Daeheung-dong, Sodaemun-ku, Seoul 120.

36515 — NETHERLANDS — Amplifiers, other electronic or related apparatus for hospital, laboratory use. Exclusive representations for Benelux countries and/or Western Europe. Depex N.V., Attn: A. J. Best (I, A, D), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 10/72.

36520 — ISRAEL — Magnetic tape, (in bulk) for recorders, cassettes, instrumentation tape recorders, including computers. Sinai Research & Development Co. Ltd. (I, M), The Old Port of Jaffa, P.O. Box 15023, Jaffa. WTD in prep.

Communication equipment

●36610 — BURMA — Supply of 30 field type telephones. Tender No. MEIC/BRC/14(T)31(E)72-73, bid deadline December 19. Terms and specifications available from the Managing Director, Burma Railways Corp., Bogyoke Aung San St., Rangoon. When received, copies of specifications will be available on five-day loan basis, from the Science and Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

●36610—SINGAPORE—Supply of 2,000 main switching telephones, and 3,000 extension switching telephones. Tender No. PI/32/72, bid deadline December 12. Invited by the General Manager, Singapore, Telephone Board, Telephone House, Hill St., Singapore 6. When received, copies of tender documents will be available, on five-day loan basis, from the Science and Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

●36610 — SINGAPORE — Supply of 264 units cordless PMBX 5 plus 20 type switchboard. Tender No. P1/40/72, bid deadline December 15. Invited by the General Manager, Singapore Telephone Board, Telephone House, Hill St., Singapore 6. When received, copies of tender documents will be available, on five-day loan basis, from the Science and Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

●36610 — SINGAPORE — Supply of 96 units cordless PMBX 10 plus 50 type switchboard. Tender No. PI/41/72, bid deadline December 15. Invited by the General Manager, Singapore Telephone Board, Telephone House, Hill St., Singapore 6. When received, copies of tender documents will be available on five-day loan basis from the Science and Electronics Division, BDC-720, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

36623 — GERMANY — Intrusion, smoke, fire alarms for industry and household. Direct purchase & agency. Dolmar Maschinenfabrik Gmbh., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

Electronic components, accessories

36795 — NETHERLANDS — Electronic transducers, related apparatus, equipment for clinical laboratory use. Exclusive representations for Netherlands and/or Western Europe. Depex N.V., Attn: A. J. Best, (I, A, D), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 10/72.

Electrical machinery, equipment, supplies

36930 — GERMANY — Whirlpool, bathwater massagers. Direct purchase & agency. Dolmar Maschinenfabrik Gmbh., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

36930—NETHERLANDS—Sophisticated scientific apparatus for clinical laboratory use. Exclusive representations for Netherlands and/or Western Europe. Depex N.V., Attn: A. J. Best (I, A, D), 85 Steenstraat, P.O. Box 27, De Bilt. WTD 10/72.

36944—ECUADOR—Spark plugs. Motor vehicle. Prices requested. Importadores Asociados de Repuestos Automotrices Cia. Ltda. Attn: Ricardo G. Suarez, Gen. Mgr. (I, D, R), P.O. Box 859, Guayaquil. WTD in prep.

Motor vehicles, equipment

37112 — PARAGUAY — Trucks, refrigerated for delivery of ice cream by wholesale 4 to 6 units, capacity about one ton each. Used units in restored condition acceptable. Heladeria Guarani S.A. (R, M, wholesaler), Avenida Eusebio Ayala y President Rivarola, Asuncion. WTD in prep.

37141—ECUADOR—Oil filters & air filters, motor vehicle. Prices requested. Importadores Asociados de Repuestos Automotrices Cia. Ltda. Attn: Ricardo G. Suarez (I, D, R), P.O. Box 859 Guayaquil. WTD in prep.

Motorcycles, bicycles, parts

37510—GERMANY — Motorcycles, electrically driven. Direct purchase & agency. Dolmar Maschinenfabrik Gmbh., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

Surgical, medical, dental instruments

38410—BOLIVIA—Instruments, surgical and medical. Correspondence in Spanish & English. Kattan y Cia. Ltda. (I), Casilla 2696 La Paz. Cable address: Kattan. WTD 7/72.

38410—FRANCE—Surgical, medical instruments, apparatus. Direct purchase & agency. Amcod Dehaussy (I, M), 33, Rue de Saint Etienne, 59000 Lille. WTD in prep.

38421—FRANCE — Surgical, orthopedic and prosthetic appliances, supplies. Direct purchase & agency. Amcod Dehaussy (I, M), 33, Rue de Saint Etienne, 59000 Lille. WTD in prep.

38421 — GERMANY — Surgical and cosmetic cotton wool. C. & F. Schnabel, Attn: Herr Meuser (M), 5609 Hueckeswagen, Muehlenweg. WTD 10/72.

38430—BOLIVIA — Dental instruments, equipment. Correspondence in Spanish & English. Kattan Y Cia. Ltda. (I), Casilla 2696 La Paz. Cable address: Kattan. WTD 7/72.

Photographic equipment, supplies

38613—KOREA—Motion picture projectors, 16 mm, for use in classroom, optical & magnetic, 16 and 24 frames per second, reverse & stop motion, 100 volt lamp with 10,000 watt or up, 15 watt amp output or up, 7-in. reel or up, 7-in. speaker or up. Seeks f.o.b. quotations, catalogs. Seoul Special City Educational Research Institute (public educational organization), 76-1 Daeheung-dong, Sodaemun-ku, Seoul 120.

38613 — ZAMBIA — 35 mm. projection units for drive-in movie. Catalogs, descriptive materials requested. A. D. Naik (I, cinema operator), P.O. Box 2626, Lusaka. WTD in prep.

Watches, clocks, parts

38711—GERMANY — Automatic timers for industry, households. Direct purchase & agency. Dolmar Maschinen-Fabrik GmbH., Attn: Mr. Hogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

Musical instruments, parts

39314—BOLIVIA—Musical instruments. Kattan y Cia., Ltda. (I), Casilla 2696 La Paz. Cable address: Kattan. WTD 7/72.

Toys, amusement, sporting goods

39410—ECUADOR—Games and toys, except dolls and children's vehicles. Catalogs, prices requested. Financiera del Ecuador S.A., Attn: Oswaldo Freire Frias, Ch. Accountant (I, D, R), P.O. Box 921, Guayaquil. WTD in prep.

39410—SPAIN—Toys: mechanical, electric and remote controlled. Paris-Basar (I, D, R), Avenida Meritxell, 26, Andorra La Vieja, Andorra. WTD 11/72.

39430—ECUADOR—Baby carriages and children's vehicles, except bicycles. Catalogs, prices requested. Financiera del Ecuador S.A., Attn: Oswaldo Freire, Frias, Ch. Accountant (I, D, R), P.O. Box 921, Guayaquil. WTD in prep.

39492 — JAPAN — Archery equipment. Pan Japan Trading Co., Ltd. (I, D), 5-20 Kumamoto 3-Chome, Kokura-ku, Kitakyushu. WTD in prep.

Manufacturing industries

39999 — GERMANY — Nonfood pets articles (for dogs). Direct purchase & agency. Dolmar Maschinen-Fabrik GmbH., Attn: Mr. Bogdahn (M, A, I), Jenfelder Str. 38, 2 Hamburg 70. WTD 4/71.

Farm-product raw materials

51590—BELGIUM—Cattle hair for felt making; 50 m.t. per yr. Feutrerie Nouville D'Auvelais S.A. (I), Rue Docteur Romedenne 35, 5700-Auvelais. WTD in prep.

Kuwait Firm Seeks Auto Refinishing Materials

A large GM distributor operating in Kuwait wishes to receive offers of refinishing materials suitable for use on all General Motors car lines, including German and British-made cars. The firm also wants information on priming and preparation materials including polyster and high-build surfacers (SIC 28516). The company plans a major paint and body repair shop with a capacity of 75 units per day, and needs the above information so as to plan the correct type of ovens, spray booths, and related equipment. Specific technical, price and other information should be forwarded to: Yusuf A. Alghanim & Sons, Attn: P. L. Dukes, P.O. Box 223, Kuwait. WTD 11/72.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01136 — NETHERLANDS — Pulses, all kinds. N. V. K. Van der Knoop (D, I, exporter), 20 Rubenslaan, or P.O. Box 9, Schiedam. Attn: G. P. Overgaag, Mgr. WTD 10/72.

Small arms

19512 — AUSTRALIA — Sporting center fire and rim fire rifles, shotguns. General Wool & Skin Co. Proprietary Ltd. (D, R, buying & processing skins, hides), Store 39, Hedley Ave., Hendra, Brisbane 4011. WTD in prep.

Small arms ammunition

19610 — AUSTRALIA — Shotgun shells, cartridge cases, bullet jackets, and cores for small arms. General Wool & Skin Co. Proprietary Ltd. (D, R. buying & processing skins, hides), Store 39, Hedley Ave., Hendra, Brisbane 4011. WTD in prep.

Canning, preserving foods

20320—SPAIN—Canned specialties. Daniel Leon Zarza (A), Doctor Gimenez Diaz 9, Santa Cruz de Tenerife. WTD 11/72.

20330—SPAIN—Canned fruits, vegetables. Daniel Leon Zarza (A), Doctor Gimenez Diaz 9, Santa Cruz de Tenerife. WTD 11/72.

Confectionery

20710—SPAIN—Confectionery products. Daniel Leon Zarza (A), Doctor Gimenez Diaz 9, Santa Cruz de Tenerife. WTD 11/72.

Beverage industries

20840—GERMANY—Wines, brandy, and brandy spirits. Carl Helmuth Mantus, Attn: Herr Mantus (I, A), 43 Essen 14, Eschenburg 29. WTD 10/72.

Broad woven fabric mills, cotton

22110—FRANCE—Cotton and polyester fabric (mixed, plain and fancy) for men's trousers. Cotton and polyester fabric (mixed, plain and fancy) for men's shirts. Les Editions Francaises de Tissus (I, D), 38 Rue d'Enghien, 75010 Paris. WTD in prep.

Women's, misses', juniors' outerwear

23351—GERMANY—Women's dresses in juvenile styles. Grannemann, Walter, Attn: Mr. Grannemann (A, R), 4972 Loehne 1, Postfach 1154. WTD 10/72.

23371—BELGIUM—Ladies' coats, made of fabric of good medium quality. Seeks large collection of different styles for orders of 10,000 to 20,000 coats per yr. Charles Lalie U.S.A. (A), Rue Brialmont 7, 1030 Brussels. WTD in prep.

23374 — GERMANY — Women's skirts. Grannemann, Walter, Attn: Mr. Grannemann (A, R), 4972 Loehne 1, Postfach 1154. WTD 10/72.

23393 — GERMANY — Women's pant suits. Grannemann, Walter, Attn: Mr. Grannemann (A, R), 4972 Loehne 1, Postfach 1154. WTD 10/72.

Books

27313 — GERMANY — Scientific books. Colonia-Versandbuchandlung, Attn: Herr Heinz W. Burges (I, R, E), D-5 Koeln 41, P.O. Box 410260, Bachemer Str. 10. WTD 11/72.

Industrial chemicals

28150 — ISRAEL — Dyes, additives for dyeing cotton, polyester fibers, wool and woven materials. Shaul Elstein-Manufacturers' Representative (A, D, consultant), 39-13 Gad Amchnes St., Netanya 42279. WTD in prep.

28180—SWEDEN—Amino acids for feedstuff and fodder mixtures, such as E.G. methionine and lycine. Westrell Aktiebolag, Egon (I, A), 3 Skeppsbron, S-211 20 Malmo. WTD 10/72.

Drugs

28340 — SWITZERLAND — Pharmaceutical preparations of all kinds for use by general practitioners. Vaccipharma AG. (I, A, M), Postfach 8021 Zurich. WTD on affiliated firm, Veterinaria AG, Zurich 5/71.

28341 and 28342 — SWITZERLAND — Ovulation retarding preparations for human use. Agpharm AG (I, A, M), Alpenquai 4, 6002 Luzerne. WTD 5/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28442—FRANCE—Parfums, toilet water, colognes. Mark' Inter S.A. (I, exporter), 44, Rue la Boetie 75008 Paris. WTD in prep.

28445 — FRANCE — Cosmetics, toilet preparations. Mark' Inter S.A. (I, exporter), 44, Rue de la Boetie, 75008 Paris. WTD in prep.

Fabricated rubber products

30690 — SWITZERLAND — Hospital supplies of all kinds, including disposable items. Zivy & Cie, S.A. (A, D), Postfach, 4104 Oberwil-Basel. WTD 2/71.

30698—BELGIUM—Toys, rubber. J. Benoidt S.P.R.L. (I, A), 136 Rue des Atrebates, 1040 Brussels. WTD in prep. Mr. J. Benoidt will be in New York from Nov. 24 till Dec 3, at Hotel Commodore.

Primary smelting, refining of nonferrous metals

33390 — GUATEMALA — Primary nonferrous metals. J. M. Garcia Sales Organization (A), 6A. Avenida "A" 10-46, Zone 9, Apartado Postal 361, Guatemala City. WTD 5/72.

Rolling, drawing, extruding of nonferrous metals

33522 — AUSTRIA — Aluminum strip, coiled, polyethylene coated on both sides; thickness of alu strip 0.008"; thickness of pe coating 0.002"; for use in cable industry. Required 40 to 50 m.t. annually. Competitive price $2.20 per kg or less, c.i.f. Vienna. Hromatka-Zelenka Industrierepraesentanzen (A), Obere Donaustrasse 71, A-1025 Vienna. WTD 7/72.

33578—SINGAPORE — Power, insulated wires and cables, must be suitable for 240 volts. Lim Kim Hai Electric Co. (I, A, D), 262-264 Jalan Besar, Singapore 8. WTD 10/72.

Cutlery, hand tools, general hardware

34232—SPAIN—Gardening tools, equipment. Exclusive representation. Marsal Hermanos, SA. (A, D, R), Avda. Marques de Argentera, 13, Barcelona 3. WTD 11/72.

34294—SPAIN—Builders hardware. Exclusive representation. Marsal Hermanos, SA. (A, D, R), Avda. Marques de Argentera, 13, Barcelona 3. WTD 11/72.

Heating apparatus, plumbing fixtures

34336—ISRAEL—Heating equipment for gas to include: room/space heaters; heating and airconditioning combinations; also portable units—all for household use. Supergas Ltd.—Israel Gas Distribution Co. (I, D, bottler/retailer of LPG), 32 Ben Yehuda Rd., El-Al Bldg., Tel Aviv. WTD in prep.

Fabricated structural metal products

34460 — NETHERLANDS — Aluminium fencing and aluminium garden gates. Catalogues, descriptive materials requested. Halumi B. V. (A, M), Lage Gressen 35, Hoornaar. Attn: Mr. Hakkesteegt. WTD in prep.

Fabricated metal products

34941 — GERMANY — Automatic regulating and control valves. Gerhard Metzger (A), 6331 Schwalbach, 5 Am Weissen Stein. WTD 11/72.

34942 — GERMANY — Valves for power transfer (pneumatic and hydraulic). Gerhard Metzger (A), 6331 Schwalbach, 5 Am Weissen Stein. WTD 11/72.

34943—FRANCE—Heavy duty butterfly valves used in petroleum refineries. Societe Des Vannes Lefebvre (M, I), 4, Rue du Faubourg de Douai, 5900 Lille. WTD in prep.

34943—GERMANY—Valves and pipe fittings for steam, water, and vacuum. Gerhard Metzger (A), 6331 Schwalbach, 5 Am Weissen Stein. WTD 11/72.

Farm machinery

35228 — FRANCE — Hazel nut, walnut pickers and sizers and sellers. Correspondence in French. Catalogs, descriptive materials requested. Hugonnet Maurice Et. Co. (I, A, D), 82200 Moissac. WTD 5/72.

Construction, mining, materials handling machinery, equipment

35312—ARGENTINA—Skidders for logging operations; should be complete units with tractors in 90hp range and up. Requests replies in Spanish. Manuel Salgueiro Sacif (I, A, D), Billinghurst 2235, Buenos Aires. WTD in prep.

35314—GERMANY—Standardized crane equipment. Helmut Kempkes, Hebezeugfabrik, Attn: Herr Kamm (A, D, M), 563 Remscheid, Haddenbacherstr. 11-13. WTD 10/72.

35319 — THAILAND — Spare parts for tractors, other construction equipment. Requests c.i.f. Bangkok prices, catalogs, brochures. Bangkok Tractor Service, Ltd. Partnership (I, D), 81-83 Larn Luang Rd., Bangkok. WTD 11/72.

35361—GERMANY—Electric hoists. Helmut Kempkes, Hebezeugfabrik, Attn: Herr Kamm (A, D, M), 563 Remscheid, Haddenbacherstr. 11-13. WTD 10/72.

35362 — GERMANY — Cranes, traveling, suspension and gantry. Helmut

Kempkes, Hebezeugfabrik, Attn: Herr Kamm (A, D, M), 563 Remscheid, Haddenbachstr. 11-13. WTD 10/72.

Metalworking machinery

35482—AUSTRALIA—Hand and power drive tools. A Bruce Wilson Proprietary Ltd. (I, A, D), P.O. Box 14, Salisbury North, Queensland, 4107. WTD 6/72.

35482 — SWEDEN — Hand tools, do-it-yourself type, to be sold by retailers. Westrell Aktiebolag, Egon (I, A), 3 Skeppsbron, S-211 20 Malmo. WTD 10/72.

Special industry machinery

35552 — NETHERLANDS — Screens for graphic arts, including printing, process engraving, etc. Exclusive representations. Gosman En Kraan N.V., Attn: A. Kroon (I, D, A), 20-22 Kerkhoflaan, Zwanenburg. WTD 10/72.

35552 — SWEDEN — Machinery, equipment for printing trades, various accessories, parts. Claes W. Zethraeus AB (I, A, D), Box 68, S-121 22 Johanneshov. WTD 12/71.

35595—KOREA—Asbestos-cement sheet manufacturing equipment for corrugating sheet or flexible flat board, including miser, forming machine, corrugator, press, sheet separator, etc. Specifications as follows: Sheet size: 5 ft. x 10 ft.; production capacity: min. 200 sht/hr; oil press: 2000 ton capacity (for corrugating system); pressure for flexible board press (oil): 150 kg/sq. cm; pressure for hot oil press: 10 kg/sq. cm; press table area: 1600 mm x 3100 mm or equal. Catalogs, quotations requested ASAP. Miyowng Co., Ltd. (A, D), 5th floor, Samil Bldg., 16, Iaka, Ulchi-ro, Chung-ku, Seoul 100. WTD 11/71.

General industrial machinery

35690 — PERU — General industrial machinery, parts. Andean Import & Export Ltd. Attn: George Watchenheim (A, I, exporter), P.O. Box 10310, Lima. WTD in prep.

35690—SPAIN—Automatic fire sprinkler equipment, other fire fighting apparatus. Industrial Tinker, S.A. (A, D, M), Calle Rosal, 61—1, Barcelona 4. WTD 10/72.

Office, computing, accounting machines

35731 — ISRAEL — Magnetic film memories adaptable to computers IBM 360/370, or equal. Netzigim Ltd. (I, A, D), 6 Reihess St., Tel Aviv. Attn: Eylon Peleg, Peripheral Dept. Mgr. WTD 4/72.

Service industry machines

35853 — UNITED KINGDOM — Comprehensive range of refrigerated supermarket display equipment. Reacis (Reading) Ltd. (D), 72 George St., Caversham, Reading, Berkshire. WTD in prep.

35892 — SPAIN — Water purification equipment. Industrial Tinker, S.A. (A, D, M), Calle Rosal, 61—1, Barcelona 4. WTD 10/72.

35892—SPAIN—Cleaning, washing, polishing equipment, supplies. Equipos de Limpieza, S.A. (I, A, D), Espronceda, 220-222, Barcelona 5. WTD 7/72.

Machinery

35990—THAILAND—Boxes for collecting bus fares. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures, literature. Summit Chavalit Ltd. Partnership (D, R), 229 Samsen Rd., Bangkok. WTD in prep.

Electric transmission, distribution equipment

36110—FRANCE—Testing machines for electronic components. Seavom S.A. (R, M), 30 Rue Raspail, 95100 Argenteuil. WTD 10/72.

36130—SINGAPORE—Electrical controls and switches, must be suitable for 240 volts. Lim Kim Hai Electric Co. (I, A, D), 262-264, Jalan Besar, Singapore 8. WTD 10/72.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U. S. Commercial Officers overseas.

28790 — GREECE — Insecticides, herbicides, fungicides, seeds. Requests air mail replies; speed essential; plans December U.S. visit. Direct purchase & agency. M. Polychroniadis Sons (I, A, D), 13 Frangon St., Thessaloniki. WTD in prep.

35370—NIGERIA—Six to ten non-hydraulic, mechanically operated compressor vehicles for refuse disposal. Vehicle may be fixed with "shoveled forklift" for collection of refuse into vehicle. Request immediate quotations, relevant sales data. OGT Group of Companies Ltd. (A), 44 Balogun St., P.O. Box 1444, Lagos. Telex 21389. WTD in prep.

36211—ITALY—Electric motor d.c. v24-28 minimum speed 20,000 rpm from 100 up 200 grams centimeters maximum diameter 1 inch cylindric shape. Catalogs, price lists, descriptive materials requested. Motors not available in Europe. TD S. R. L. Tekne Dental (M), Via Filippo Mariti Int. 4/5. WTD in prep.

36624—FRANCE—Doppler radar for helicopters. Requests specifications on performance, size, cost. S.F.I.M. (I, M), Attn: A. H. Dray, Chef du Service Approvisionnements, 13 Ave. Marcel Ramolfo-Garnier, 91-Massy. WTD 7/71.

Electrical industrial apparatus

36211—BELGIUM—Toy Motors, including advertising displays. J. Benoidt S.P.R.L. (I, A), 136 Rue des Atrebates, 1040 Brussels. WTD in prep. Mr. J. Benoidt will be in New York from Nov. 24 till Dec. 3, at Hotel Commodore.

Household appliances

36312 — ISRAEL — Gas ovens/ranges/cooking appliances for household use including combination gas/electric units; barbecuers, grills for outdoor gas cooking. Supergas Ltd.—Israel Gas Distribution Co. (I, D, bottler/retailer of LPG), 32 Ben Yehuda Rd., El-Al Bldg., Tel Aviv. WTD in prep.

Radio, television receiving sets

36514 — FRANCE — Audio-visual equipment. Editions Scolavox (I, D), B.P. 85, 86011 Poitiers. WTD 6/72.

36515 — NETHERLANDS — Professional high-power audio equipment, all kinds; professional studio equipment, all kinds. International Music Service C.V. (D, I, exporter), 65 Bruynstraat, or P.O. Box 6363, Rotterdam 7. Attn: Mr. H. Saris, Mgr. WTD 8/72.

Communications equipment

36612—ZAMBIA—H.F. and V.H.F. 2-way radio teleprinter. Catalogs, descriptive materials requested. Electrical Maintenance Lusaka, Ltd. (A, D, electrical repairs, maintenance), P.O. Box 1189, Lusaka. WTD 9/72.

36625 — THAILAND — Vapor trace analyzer to detect bombs, other explosive compounds and gases in air; i.e., nitroglycerin, at airports. Requests c.i.f. Bangkok prices, catalogs, brochures, literature. Silom Hardware Import Ltd. Partnership (D, I), 346/1-2 Silom Rd., Bangkok. WTD in prep.

Electronic components, accessories

36740 — GERMANY — Semiconductors, including integrated circuits, transistors, diodes. Dietrich Schuricht (I, A, D), 28 Bremen 1, Richtweg 30. WTD in prep.

Aircraft, parts

37291 — GERMANY — Hydraulic working platforms. Helmut Kempkes, Hebezeugfabrik, Attn: Herr Kamm (A, D, M), 563 Remscheid, Haddenbacherstr. 11-13. WTD 10/72.

Engineering, laboratory, scientific, research instruments

38110 — SWITZERLAND — Analyzing instruments, apparatus for medical laboratories. Vaccipharma AG (I, A, M), Postfach 8021 Zurich. WTD on affiliated firm, Veterinaria AG, Zurich, 5/71.

38112 — BELGIUM — Environmental testing equipment. Sanilec S.P.R.L. (A), Rue de la Cantilene 19, 1080 Brussels. WTD in prep.

38112 — FRANCE — Laboratory, scientific instruments (medical and electronic apparatus). Seavom S.A. (R, M), 30 Rue Raspail, 95100 Argenteuil. WTD 10/72.

38112 — FRANCE — Laboratory equipment (quality control) for liquids, powders, solids. Example: quality control of milk, cereals & animal feeds, air & water pollution instruments. Foss Electric (I, D, M), 16 Ave. Rachel, 75018 Paris. WTD in prep.

38112—SPAIN—Pollution control instruments, air, water. Industrial Tinker, S.A. (A, D, M), Calle Rosal, 61—1, Barcelona 4. WTD 10/72.

38112 — SWITZERLAND — Electronic bio-medical laboratory instruments and apparatus. Zivy & Cie, SA (A, D), Postfach, 4104 Oberwil-Basel. WTD 2/71.

Instruments for measurement, analysis and control

38210 — AUSTRALIA — Environmental equipment for removal or neutralization of industrial effluents in water. Catalogs, descriptive materials requested. Industrial Enterprises Ltd., Attn: T. J. Cleary (A, R, M), P.O. Box 454, Toowoomba, Queensland 4350. WTD in prep.

38210 — AUSTRIA — Pollution control equipment. Agency for Austria, E. Europe. Georg L. Karasek & Co. Ges.M.b.h. (A), Salzgries 3, A-1010 Vienna. WTD 11/72.

38213 — GERMANY — Industrial instruments, electric, electronic, and vacuum, for measurement, display and control of process variables. Gerhard Metzger (A), 6331 Schwalbach, 5 Am Weissen Stein. WTD 11/72.

38216—FRANCE—Nuclear instruments; sampling devices. Foss Electric (I, D, M), 16 Ave. Rachel, 75018 Paris. WTD in prep.

38216—SPAIN—Fire detection systems, parts. Industrial Tinker, S.A. (A, D, M), Calle Rosal, 61—1, Barcelona 4. WTD 10/72.

Surgical, medical, dental instruments

38410 — BELGIUM — All kinds of surgical and medical instruments and apparatus, electrical. Sanilec S.P.R.L. (A), Rue de la Cantilene 19, 1080 Brussels. WTD in prep.

38410 — SWITZERLAND — Medical diagnosis instruments. Vaccipharma AG (I, A, M), Postfach 8021 Zurich. WTD on affiliated firm, Veterinaria AG, Zurich 5/71.

38410 — SWITZERLAND — Medical diagnostic instruments, hospital supplies of all kinds, including disposable items. Zivy & Cie, S.A. (A, D), Postfach, 4104 Oberwil-Basel. WTD 2/71.

38423—SPAIN—Personal industrial safety devices. Industrial Tinker, S.A. (A, D, M), Calle Rosal 61—1, Barcelona 4. WTD 10/72.

Musical instruments, parts

39314 — NETHERLANDS — Musical instruments all kinds, except pianos, pipe organs. International Music Service C.V. (D, I, exporter), 65 Bruynstraat, or P.O. Box 6363, Rotterdam-7. Attn: Mr. H. Saris, Mgr. WTD 8/72.

Toys, amusement, sporting goods

39410 — BELGIUM — Toys, games; all kinds. J. Benoidt S.P.R.L. (I, A), 136 Rue des Atrebates, 1040 Brussels. WTD in prep. Mr. J. Benoidt will be in New York from Nov. 24 till Dec. 3, 1972 at Hotel Commodore.

39492 — ITALY — Sporting and athletic goods for tennis, basketball, skiing, swimming, volleyball, light athletics, gymnasium, rugby, baseball. Giancarlo Sisti (I, D, R), Via Canonica 24, 20154 Milan. WTD 8/72.

39492 — SWEDEN — Golf equipment. Westrell Aktiebolag, Egon (I, A), 3 Skepsbron, S-211 20 Malmo. WTD 10/72.

39493—BELGIUM—Sport equipment except fishing equipment; athletic and sporting goods; skin diving equipment. J. Benoidt S.P.R.L. (I, A), 136 Rue des Atrebates, 1040 Brussels. WTD in prep. Mr. J. Benoidt will be in New York from Nov. 24 till Dec. 3, 1972 at Hotel Commodore.

Manufacturing industries

39991 — SPAIN — Fire extinguishing equipment, supplies. Industrial Tinker, S.A. (A, D, M), Calle Rosal, 61—1, Barcelona 4. WTD 10/72.

Firms Must Prequalify To Bid On Malawi Project By Dec. 15

The Malawi Government has issued a call for contractors to prequalify to bid for a project involving improvement of port facilities at Chipoka in the southern part of Lake Malawi. The work includes raising and extending a jetty and construction of storage sheds, office accommodations, staff housing and access roads. Unofficial estimates place the value of this work at about $5 million. This is a part of the Karonga Agriculture Project financed by the International Development Assn.

Names and particulars of interested firms should be sent to: Resident Manager, Messrs. Howard Humphreys and Sons, P.O. Box 494, Lilongwe, Malawi. Prequalification deadline is December 15.

Future Construction Abroad

JAMAICA—Prime Minister Manley has announced agreement between the Jamaican Government and SARAS S.p.A. Raffinerie Sarde of Italy on a feasibility study for the **oil refinery complex** at Yallahs. The project will cost in excess of J$200 million. The six-month feasibility study is to start immediately. The projected refinery is to have an initial production of 250,000 barrels per day. It is to provide low-cost oil and naphtha directed for export. The refinery would initially comprise basic refinery and desulphurization units. According to Mr. Manley, Sardas' Sardinian complex with its catalytic cracking and reforming, alkylation and aromatic facilities could be combined with the Jamaican refinery to process most types of crude oil into a wide range of products. The present concept is that the refinery would not serve a single company but would make processing capacity and related refinery services available to purchasers. Snam Progetti and Tecneco of Milan are to conduct the necessary engineering studies for the new refinery. The project would require construction of docks and marine facilities capable of accommodating giant oil tankers. Other related infrastructural development would include modifying the course of the Yallahs River and existing roadways in the area. The Government of Jamaica sees the refinery as the first stage in the development of a major industrial complex at Yallahs.

CYPRUS — The Government approved plans for laying a **submarine cable linking Cyprus with Greece and Europe via the island of Crete.** The cable project will be undertaken jointly by the Greek Telecommunications Organization (OTE), 6 Klissovis St., Athens, and the Cyprus Telecommunications Authority (CYA), Nicosia. Invitation of international tenders and preliminary work are both expected in 1973. The total cost will exceed CL3 million (1 CL = U.S. $2.62). Scheduled for completion in 1974, the cable will support 480 to 600 simultaneous incoming and outgoing international calls. According to a recent local press report, CYTA is also considering a cable connection with Syria and Lebanon.

LEBANON — The Ministry of Hydraulic and Electrical Resources has announced forthcoming electric, hydraulic, and port projects worth LL350 million, which are expected to be completed by the end of 1976. A list of these projects is available from the U.S. Department of Commerce, Trade Opportunities Division, BIC-831, Rm. 4813, Washington, D.C. 20230. (202-967-3110.)

PANAMA—A **fishing port** costing $15-16 million will include an adjacent industrial area for freezing, processing, and packaging of fish and shrimp, as well as repair and supply facilities for the boats. The first stage of the World Bank-financed feasibility study (being done by the British consulting firm of Livesey, Henderson and Partners, resulted in the selection of Punta Vacamonte in the province of La Chorrera as the best location. On September 1 the consulting firm began the second stage of the feasibility study (for the preliminary design and financing of the project), which will take 12 to 15 months, after which an official application can be made for World Bank financing. Final engineering and design work is scheduled for the end of 1973 and the beginning of 1974. The government is considering housing for the workers and is planning to allow private companies to participate in individual projects in the port area. There is also the possibility that this port will be used as a transshipment point for American tuna boats, which could use it for storage, freezing, and possibly some processing of their catch before heading to its final destination on larger ships. This project should use a very large portion of foreign goods and services, with most of the cost going toward civil engineering and construction work. The Panamanian Government contact for this project is: Engineer Arnaldo Cano, Special Projects Officer, Ministry of Commerce and Industry, Box 7639, Panama 5.

THAILAND—The Royal Thai Government's efforts for **educational improvement and expansion** received favorable response from the World Bank, which is considering a $12 million loan to supplement the Thai national budget for the Five-Year-Plan's educational program, which is estimated to cost $28.3 million. Projects under consideration are: 1) Establishing ten new teacher training colleges (three are now under construction). Each would have a capacity of 2,000 students. The total estimated cost of construction and equipment is $14.2 million, while a World Bank loan of $6.3 million is anticipated. 2) Establishing 32 secondary schools in the provinces, at a total cost of $1.8 million; World Bank loan of up to $1.4 million is contemplated. 3) Establishing an Educational Technology Center at a total cost of $1.5 million; World Bank help of $1.2 million is anticipated. 4) Adding more facilities for the Faculty of Science at Songkhla University, and expanding the Faculty of Science, and School of Nursing at Khon Kaen University, at a total cost of about $11 million. U.S. firms interested in additional details should write to: (For projects 1, 2 & 3) Somchai Wudhiprecha, Director of Educational Planning Div., Ministry of Education, Rajdamnern Ave., Bangkok 3. (For project 4) Phuchong Bhengsri, Deputy Secretary-General, Office of National Educational Council, Sukothai Rd., Bangkok.

NIGERIA—The Government of Nigeria invites interested U.S. firms to prequalify for bidding on the **construction of five groups of airports**, including the $75 million Ikeja Airport project. The total cost of this airport construction program is $120 million, $45 million of which is earmarked for repairing rural airports. Deadline for prequalification is December 29. The rural airport projects call for the renovation of pavements, aprons, runways, and the installation of lighting. Further information on these projects may be obtained from the Chief Aerodrome Engineer, Ministry of Transport, Lagos, upon presentation of a 25 pound ($90) receipt showing evidence of payment of prequalification fee to any Nigerian diplomatic mission. Applicants for prequalification should write to: The

Permanent Secretary, Ministry of Transport, P.M.B. 12518, Lagos, Nigeria. Background information on this project is available from M. J. Licata, Transportation Systems Staff, BIC/OED/830, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-4523).

PARAGUAY — The Government has made application to the Inter-American Development Bank for a $25 million forestry development loan. Most, or $20 million, of this would be destined to provide capital for development of small and medium-sized forest industry plants. The additional $5 million would be used to organize a national forestry service. In addition to the above, a private organization, Financiera Picollo (FINAP) has requested a $10.5 million package loan from the Inter-American Development Bank (IDB), International Finance Corp., and National Development Bank to build an **addition to its lumber milling operation** in east central Paraguay. An IDB team is presently in Paraguay studying the project. Should this loan be approved FINAP plans to add to its present operation machinery to produce additional lumber, as well as finished products such as parquet flooring panels, mouldings, sliced tropical hardwood veneers, wood panels, doors and windows and other related articles. Primary material will come from the firm's 746,000-acre forest holdings. The President of FINAP has stated that he would like an American partner to take charge of U.S. marketing of products from the new plant. The firm would be asked to make a small equity investment, as a gesture of commitment. This project also represents a major opportunity for U.S. suppliers of machinery and equipment for use in the forestry industry. Interested U.S. firms should contact: Dr. Luis Picollo, president, Financiera Picollo S.A., Calle Indep. Nacional 349, Asuncion.

FRANCE—Two ski resorts are planned for the southern French Alps: 1) Jausiers—centered around the small villages of Jausiers and Restefonds, near the northern border of the Alpes-de-Haute-Provence, the station is to include four separate villages comprising 28,000 beds. The feasibility planning and even some of the necessary road construction have been finished. The French Government is financing one half of the project and the other half, if forthcoming, from private sources. The Government has engaged Mr. Cattin, Directeur Financier, Entreprise Industrielle, 29 rue de Rome, Paris, as the promoter. 2) The Secretaire General for Administration at the Prefecture in Nice has announced that the approval of the Ministre de l'Equipement as well as the necessary financing have been obtained for a new "national" ski resort to be built in the Alpes-Maritimes near the village of Molliniere. The project envisions 8-12,000 beds. Any inquiries may be directed to A. Joseph Williams, Jr., American Consulate, No. 3 Rue Dr. Barety, Nice.

YUGOSLAVIA—The overall plan for the Morava River basin aims at achieving three goals, regulation of the river course and the checking of floods; reforestation of the semiarid mountainous terrain to provide erosion protection; and the construction of a system of dams for retaining sediment. The complete system of dams in the Morava basin will reduce sediment runoff from 33 million to 4-5 million cubic meters annually. Roughly ⅔ of the projected cost of the project will be used in this third portion of the project. Construction of accumulation lakes and dams began last year. Work is currently proceeding on the tributary Resava, Crmnica and Mozgovacka Rivers, and is expected to be completed in this area by 1974. Financing for the first stage (1971-75) of the project has been acquired. The World Bank is expected to lend $24 million to help finance the second stage of the project. The loan, roughly 40 percent of the estimated 1.1 billion new dinar total cost of the second stage (1975-78), will finance construction of eight accumulation lakes. These lakes will also provide irrigation, water supply and electric power to neighboring towns. U.S. engineering and irrigation specialists, equipment suppliers should contact Isidor Colovic, Manager, Joint Enterprise "Morava," Brankova 4, 11000 Belgrade, for further information.

SPAIN—The Government has issued an advance notice on forthcoming international tenders for **furniture and equipment** under the Spain-World Bank education project. The supply list of equipment and furniture is presently in the last phase of revision. The preparation of the legal documents, the supervisory requisites and announcement will probably not be ready until January, at which time the announcement of the tender will be prepared. There probably will be three tenders in all, one for the didactic and general equipment for all schools, amounting to approx. 183.5 million pesetas, divided into 25 lots. A second tender will cover teaching equipment for agriculture, commerce, home economics and industrial technology in the Diversified Secondary Education schools, amounting to approx. 48 million pesetas, divided into five lots. The third tender refers to all of the furniture necessary for the project, of which no total figure has yet been reached, but which is expected to cost around 150 million pesetas. Contact: Unidad Administrativa Programa Banco Mundial, Ministerio de Educación y Ciencia, Vitrulio s/n, Madrid (6).

MALAGASY REPUBLIC—The following information relates to several World Bank and International Development Assn.-backed projects: **Roads III**: The Ministry of Territorial Development is presently making a study of another section of road (Antsirabe-Miandrivazo-Malaimbandy) for which it would like to obtain World Bank financing. This study is not expected to be completed for submission to the Bank before the beginning of 1973. The Malagasy official responsible for the issuance of tenders for this project is, M. Voavahy Andriamanday, Chef du Service Central Technique, Ministere de l'Amenagement du Territoire, Tananarive. **Railway Rehabilitation**: Discussion on this project is still very much in the preliminary stage. The following office is responsible for the negotiations with the World Bank: Service des Etudes, Reseau National des Chemins de Fer Malgaches, Soarano, Tenanarive. **Morondava Irrigation and Rural Development**: This project was approved by the World Bank's Executive Directors in July. Specific project works will include: construction of a diversion dam at Dabara on the Morondava River; rehabilitation of approx. 65 km. of canals; a gravity irrigation and drainage system on 6,600 hectares; a sprinkler irrigation system on 2,700 hectares; improvement and construction of about 90 km. of roads; construction of project buildings; and construction of ten new villages and expansion of ten existing villages. A consulting firm chosen by the Malagasy Government is developing the final engineering designs. The Malagasy official responsible for this project is: M. Pierre Rakotoarison, Directeur de la SODEMO, Ministere du Development Rural, Tananarive.

Bulgarians To Purchase Plant And Equipment For Producing Bearings

The Bulgarian Government wishes to purchase a plant and equipment for the manufacture of several types of bearings, in quantities up to 24 million pieces per year. The types of bearings desired are: radial (annular) single-row ball bearings, some of which are to be produced on automatic lines and some in small series; cone roller bearings; and miniature high-speed bearings. Equipment is also desired for production of protective washers for bearings.

Further information on specifications can be obtained from the Office of the Bulgarian Commercial Counselor, 50 East 42nd St., Suite 1501, New York, N.Y. 10017. For export license information please consult William Clarke, Office of Export Control, BEWT, U.S. Department of Commerce, Washington, D.C. 20230.

Bahamas Seeking U.S. Firm To Equip Enlarged Hospital

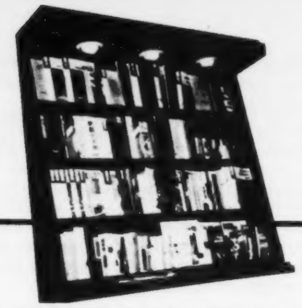
The Bahamas is expanding facilities at the Princess Margaret Hospital in Nassau. The Ministry of Health is seeking a U.S. firm to provide all equipment for the enlarged hospital, to provide technicians for installation and instructions for operating and servicing. Requirements include an additional 100 beds, new casualty ward and an enlarged laboratory. Up to $1 million will be spent for new equipment.

The Ministry would like to be in contact with interested firms within the next 2-3 weeks. Contact Mrs. Margaret McDonald, Acting Permanent Secretary, Ministry of Health, P.O. Box N-3730, Nassau, Bahamas. The telephone number, which can be direct dialed from the United States, is 809-322-7425.

Germany's Bremen University Interested In U.S. Equipment

Plans are now being developed for the second phase of construction at Germany's new Bremen University, and procurement officers have indicated interst in U.S. offers for equipment in the following fields: high-frequency and ultra-high-frequency techniques; nuclear physics research; semi-conductor technology; chemistry, biology and general physics research laboratory equipment; environmental protection; industrial hygiene and worker protection; general workshop equipment. Contact: Gerhard Zacharias, Universitaetsplanung, Marcus Allee 2, 28 Bremen, Germany.

Earlier purchases of U.S. products were made throuh German agents.



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When ordering any publications, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

United States Department of Commerce publications. 1971 Supplement. A catalog and index. 88pp. 75¢.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Anti-friction bearings; manufacturer's shipments and unfilled orders, 1969. 4pp. 10¢.

BUREAU OF INTERNATIONAL COMMERCE

Overseas Business Reports

Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢.

Trading with East Europe (OBR 70-52). Revised October 1972. 8pp.

U.S. foreign trade by quarters: April-June 1970, April-June 1972 (OBR 72-059). 32pp.

ECONOMIC AFFAIRS

BUREAU OF ECONOMIC ANALYSIS

Business conditions digest. Series ES1 No. 72-10. Data through September. Annual subscription, including supplements $15 ($3.75 more for foreign mailing). Single copy $1.50.

BUREAU OF THE CENSUS

Small-area data notes. Vol. 7, No. 9. 12pp. 10¢.

Metropolitan area statistics—a reprint from Statistical Abstract of the United States 1972: October 1972. 67pp. 35¢.

Employment and population changes—geographic divisions and States: changes in employment, by industries, between 1959 and 1969 and in population 1960 and 1970 (Series ES20(72)-3). 24pp. 30¢.

Agriculture

Report on cotton ginnings prior to October 15 for the crop of 1972, by States (A10: 72-5). 2pp. 10¢.

Distribution and Services

Monthly department store sales in selected areas: August 1972 (BD-72-8). 12pp. Annual subscription $1. Single copy 10¢.

Monthly retail trade—sales and accounts receivable: August 1972 (BR-72-8). 36pp. 25¢.

Monthly wholesale trade—sales and inventories: August 1972 (BW 72-8). 20pp. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 15¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending October 28 (CB 72-258). 2pp. 10¢.

Foreign Trade

General imports—cotton manufactures: August 1972 (FT 130-72-8). 16pp. Annual subscription $1. Single copy 10¢.

Imports—commodity by country: July 1972 (FT 135-72-7). 220pp. Annual subscription $21. ($5.25 more for foreign mailing). Single copy $1.75.

Exports—commodity by country: June 1972 (FT 410-72-6). 504pp. Annual subscription $33 ($8.25 more for foreign mailing). Single copy $2.75.

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Puerto Rico and U.S. possessions: May 1972 (FT 800-72-5). 28pp. Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Puerto Rico and U.S. possessions: June 1972 (FT 800-72-6). 28pp. Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.

Bunker fuels: August 1972 (FT 810-72-8). 2pp. Annual subscription $1. Single copy 10¢.

Airborne exports and general imports: August 1972 (FT 986-72-8). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Highlights of exports and imports: September 1972 (FT 990-72-9). 128pp. Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Export and import merchandise: September 1972 (FT 900-72-9). 8pp. Annual subscription (FT 900, 975, 985 and 986 combined) $3. Single copy 10¢.

Gold movements: September 1972 (FT 2402-72-9). 2pp. Annual subscription $1. Single copy 10¢.

Governments

Governmental finances in 1970-71 (GF 71-No. 5). 60pp. 60¢.

Local government finances in selected metropolitan areas and large counties: 1970-71 (GF 71 No. 6). 128pp. $1.25.

Industry

Inorganic chemicals: 1971 (Series: M28A(71)-14). 36pp. $1.50 year. Single copy 15¢.

Shoes and slippers: summary for 1971 (Series: M31A(71)-13). 14pp. $1.50 per year. Single copy 15¢.

Inventories of brass and copper wire mill shapes: 1971 (Series: M33K(71)-13). 16pp. $1.50 per year. Single copy 15¢.

Salad dressing, mayonnaise, and related products: 1971 (Series: MA-20F)-1). 4pp. 25¢.

Narrow fabrics: 1971 (Series: MA-22G (71)-1). 8pp. 25¢.

Nonwoven fabrics: 1971 (Series: MA-22H(71)-1). 8pp. 25¢.

Apparel survey: 1971 (Series: MA-23A (71)-1). 22pp. $1.75 per year (including M23H). Single copy 25¢.

Lumber production and mill stocks: 1971 (Series: MA-24T(71)-1). 10pp. 25¢.

Shipments of selected plastics products: 1971 (Series: MA-30D(71)-1). 8pp. 25¢.

Heating and cooking equipment: 1971 (Series: MA-34N(71)-1). 12pp. $1.50 per year. Single copy 15¢.

Aluminum foil converted: 1971 (Series: MA-34P(71)-1). 4pp. 25¢.

Office, computing and accounting machines: 1971 (Series: MA-35R(71)-1). 8pp. $1.75 per year (including MA-35R). Single copy 15¢.

Motors and generators: 1971 (Series: MA-36H(71)-1). 12pp. 25¢.

Electric lighting fixtures: 1971 (Series: MA-36L(71)-1). 8pp. 25¢.

Carpet and rugs: summary for 1971 (Series: MQ-22Q(71)-5). 8pp. $1 per year. Single copy 25¢.

Wool broadwoven goods: summary for 1971 (Series: MQ-22T.3(71)-5). 4pp. $1 per year. Single copy 25¢.

Metalworking machinery: summary for 1971 (Series: MQ-35W(71)-5). 14pp. $1 per year. Single copy 25¢.

Electric lamps: second quarter 1972 (Series: MQ-36B(72)-2). 8pp. $1 per year (including M36D). Single copy 25¢.

Population

Current Population Reports

Social and economic characteristics of students: October 1971 (Series P-20, No. 241). 56pp. 55¢.

1970 Census of Population and Housing

Census Tracts

Mayaguez, P.R. standard metropolitan statistical area (PHC(1)-239). 112pp. 55¢.

Ponce, P.R. standard metropolitan statistical area (PHC(1)-240). 118pp. $1.

Transportation

Domestic and international transportation of U.S. foreign trade: 1970. 92pp. $1. Issued jointly by the U.S. Department of Commerce, U.S. Department of Transportation and U.S. Army. This survey presents information on the domestic origins and destinations of commodities moving in U.S. foreign trade. The Public Use Tape contains details for each shipment in the sample. The text is supplemented with tables and charts. This survey replaces and updates "Domestic Movement of Selected Commodities in United States Waterborne Foreign Trade: 1956".

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC & ATMOSPHERIC ADMINISTRATION

Clouds: 1972 (revised). 25¢. This four-color, eight panel folder describes and illustrates the various cloud types, how clouds may indicate weather changes, how they form around a low pressure area, and how they look from the ground, satellites, and on radar.

NOAA, the marine environment, and oceanic life. 1972. 28pp. 35¢. This two-color booklet describes the marine environmental and fisheries activities of NOAA.

NOAA. Vol. 2, No. 4. Annual subscription $3 (75¢ more for foreign mailing). Single copy 75¢. Quarterly.

Monthly weather review. Vol. 100, No. 9. Annual subscription $10.50 ($2.75 more for foreign mailing). Single copy $1.

Environmental Research Laboratories

Remote sensing of the troposphere. 848pp. (Paper cover.) This publication is based on a course sponsored by the University of Colorado and NOAA during June 19-30, 1972.

National Environmental Satellite Service

Proposed calibration target for the visible channel of a satellite radiometer (Tech. Report NESS 62). 32pp. 35¢.

National Marine Fisheries Service

An electric detector system for recovering internally tagged menhaden, Genus Brevoortia (Tech. Report NMFS SSRF-654). 10pp. 25¢.

Immobilization of fingerling salmon and trout by decompression (Tech. Report NMFS SSRF-655). 12pp. 25¢.

The Calico scallop, Argopecten gibbus (Tech. Report NMFS SSRF-656). 24pp. 35¢. The calico scallop, Argopecten gibbus, supports a developing fishery off the southeastern coast of the United States and in the Gulf of Mexico. Information is given on classification, description, distribution, environment, relative abundance, reproduction, age and growth, mortality, associated organisms, behavior, and the fishery.

National Weather Service

National weather service communications handbook No. 4 — index numbers for North and Central America. 68pp. 65¢.

NATIONAL BUREAU OF STANDARDS

Technical news bulletin. Vol. 56, No. 10. Annual subscription $3 ($1 more for foreign mailing). Single copy 30¢.

Selected tables of atomic spectra (NSRDS-NBS 3, Section 6). 36pp. 40¢. This is the sixth section of a series being prepared in response to the persistent need for a current revision of two sets of tables containing data on atomic spectra as derived from analyses of optical spectra.

A universal dropout tester for magnetic storage media (Tech. Note 739). 32pp. 35¢.

United States and Canadian fabric flammability standards (Tech. Note 742). 60pp. 60¢. This report describes the current fabric flammability standards of the governments of Canada and the United States.

Optical radiation measurements: photometric instrumentation and research (1970 to 1971) (Tech. Note 594-2). 44pp. 50¢.

Model state weights and measures—Law 1971—as adopted by the National Conference on Weights and Measures. 16pp. Copies of this publication are available from: Office of Weights and Measures, National Bureau of Standards, Washington, D.C. 20234. Free upon request.

OFFICE OF TELECOMMUNICATIONS

A review of propagation factors in telecommunications applications of the 10- to 100-GHz radio spectrum (OT/TRER 34). 82pp. 75¢.

On the prediction of Loran-D (OT/TRER 35). 24pp. 30¢. Observations concerning the deployment of Loran-D system in Germany are recorded and interpreted using the theory of propagation.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price of each document is $3, unless otherwise specified. All reports are available in microfiche for 95¢ apiece.

Water resource planning (PB-211 921). Consulting panel on Water Resource Planning, for the National Water Commission. 242pp. $6.75.

Guide to engineering permit processing (PB-211 916). Pacific Environmental Services, Inc., Santa Monica, Calif. 382pp. $9.

Water pollution control in the United States (PB-212 139). National Water Commission, Arlington, Va. 270pp. $6.75.

A profile of the national drug problem in the United States has been developed by the Engineer Strategic Studies Group of the Department of the Army. The Group has determined patterns of drug usage for all major drugs of abuse, excluding alcohol abuse and drug abuse in the Armed Forces. The profile includes reasons that drugs are abused; the national response to the drug problem in areas of law enforcement, education and rehabilitation; and a projection of national trends over the next several years. Order:

AD-748 845—A profile of drug abuse in the United States, Vol. I. 113pp. $5.45.

AD-748 846—Same title, Vol. II. 158pp. $6.

Social bases for illegal behavior in the student community: 1st. year report (PB-211 657). Scientific Analysis Corp., San Francisco. $6. 199pp. Describes beliefs, attitudes, and practices of members of the student community who use drugs and the social structure that supports drug use. Report focuses on the cultural frame of reference of the middle class drug user, noting factors which seem to contribute to the legitimization of drug usage.

Training the hard-to-employ in job-required behavioral skills: group counseling materials (PB-211 696). Mobilization for Youth, New York. 276pp.

Manpower implications of new legislation and new Federal programs: utilizing persons with engineering backgrounds in the health-related industries (PB-211 439). National Planning Assn., Washington. 120pp. $5.45.

Manpower implications of new legislation and new Federal programs: priorities for research in anticipating the state-local government employment resulting from the Federal grants-in-aid system (PB-211 440). National Planning Assn., Washington. 60pp. $4.50.

Significant accomplishments in sciences—Goddard Space Flight Center, 1970 (N72-23324). NASA. 253pp. Proceedings of a symposium held at the Space Flight Center Jan. 14, 1971.

Examination of the law relating to the water rights of the Everglades National Park: a case study in legal problems of the coastal zone (COM-72-10646). U. of Miami. 395pp. $6.

Design guide for home safety (PB-211 709). Teledyne Brown Eng., Huntsville. 156pp. $6. Includes statistical data on causes of home accidents; comprehensive, well-illustrated design guidelines and recommendations for provisions of safer home environments; and a series of safety checklists pertinent to each major design consideration.

Proceedings of the second international symposium on lower-cost housing problems (PB-211 437). U. of Missouri (Rolla). 266pp.

An annotated bibliography of the organizational development literature (AD-747 655). Institute for Social Research, U. of Michigan. 193pp. $6. Annotates a wide range of issues related to efforts to improve organizational functioning; includes subject and author indices.

A survey of indexing and abstracting services for water resources engineering (PB-211 913). U. of Maryland, Water Resources Research Center. 100pp. $4.85. Evaluates services worldwide for adequacy, quality, standardization and coverage and gives recommendations of special help to editors of abstracting services.

Guide to engineering permit processing (PB-211 916). Pacific Environmental Services, Santa Monica. 382pp. $9. Describes the development and administration of procedures that can be used by air pollution control agencies to evaluate and approve air pollution processes or equipment.

The effects of alcohol on performance in a driving simulator of alcoholics and social drinkers (PB-211 907). Institute of Transportation and Traffic Engineering, UCLA. 79pp. $4.85. Describes testing of how alcohol affects driving in terms of concentrated attention and divided attention and shows how performance decrements occur at BALs below 0.10%.

Training materials for traffic court judges (PB-211 914). Institute for Research in Public Safety, Indiana U. 63pp. $4.50. Describes the development, testing and evaluation of a training package (consisting of an Instructor's Manual, Judicial Manual, Administrator's Manual and training aids) for a Judicial Seminar in Alcohol Safety.

Outside looking in: A series of monographs assessing the effectiveness of corrections (PB-211 695). Law Enforcement Assistance Admin., Washington. 65pp. $5.50. Discusses the effectiveness of corrections in terms of history and upgrading of penal reform.

Bibliography on fibers and composite materials: 1969-72 (AD-746 214). Battelle's Columbus Labs 103pp. $8.50. Contains more than 3000 references, including translated items from Japan, West Germany, USSR, and other countries, as well as references to original English language publications of the United States and United Kingdom.

Effects of the discharge of secondarily treated sewage effluent into the Everglades ecosystem (COM-72 10860). U. of Miami. 135pp. Examines the biological, geophysical, engineering, and socioeconomic considerations and consequences of recycling secondarily treated sewage into the Everglades.

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